

Billboard

The International Music-Record Newsweekly

Radio-TV Programming • Photo-Tape Merchandising • Coin Machine Operating

Record Dealers Huzzah; Columbia Galt Did It

BY PAUL ACKERMAN

NEW YORK — Columbia's move to stabilize the record industry through a conservative buying program is generally regarded by the record dealer as a tremendous boon, according to a check in key markets. Many dealers express the hope that other manufacturers will adopt a similarly conservative attitude—and some manufacturers have already done so. Many dealers also express the hope, in virtually a "wonderful way, that Columbia will be able to maintain its present policy.

Here in New York, Raul Azevedo of G. Schirmer, Inc., said: "The Columbia plan has been unbelievably great for us. It's the best thing that has happened in years. We can stock a bigger catalog in depth, and the repeat business is marvelous. There is a consistent turnover."

Azevedo said that he is now restocking on a weekly basis— "as we used to do 10 years ago. And we are able to service our customers better."

"My purchase figures show that I am buying more Columbia records."

By REN GREVATT

NEW YORK—Columbia Records, two months after the announcement of its revolutionary album pricing plan, continues to enjoy a dominant position on the charts, and, according to Ken Galt, vice-president of Columbia Record Sales Corporation, "Sales started climbing around August 1 and we've been doing well ever since."

The sales plan, first announced at the firm's annual convention July 18 in San Juan, P. R., incorporates an all-year-round price of \$2.25 for \$3.98 list records, as against the traditional \$2.47, with commensurate new wholesale pricing on albums carrying higher lists. A key factor of the program is that henceforth there will be no further extra discounts or deals. At the time of the announcement,

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Victor Stars Head O'seas

LONDON — An all-star brigade of RCA Victor country artists is expected to invade the European market for a one-month tour, starting about January 15 next year. Artists likely to make the tour, according to Jim Nashville sources, are Jim

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COLUMBIA ARTIST JERRY VALE and wife Rita celebrate their fourth wedding anniversary at the Copacabana, New York, where Jerry was working.

Miffed Rackers to Meet With Columbia Executives

NEW YORK—A special meeting of the board of the National Association of Record Merchandisers (NARM) has been called for Sunday, Monday and Tuesday (15-17) by President Cecil Steen. Of primary interest is an all-day meeting which the board will hold on Monday at the Americana Hotel with an executive delegation from Columbia Records, headed by William P. Gallagher, the firm's marketing vice-president.

The meeting will be attended by counsel for both Columbia and NARM. Background of the meeting is the fact that individual rack jobbers have made no

secret of their concern over the ultimate effect on their business of Columbia's recently announced, lower, all-year-round album pricing policy.

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Royalties Plan Stirs Up Diskers

By PAUL ACKERMAN

NEW YORK—The proposal by the Music Operators of America (MOA) to increase the mechanical royalty rate in view of the probable removal of the juke box exemption is regarded by performing rights societies as an attempt to confuse the real issue and by record manufacturers as a failure to face up to the true issue.

Mechanical rights automatically enter into the present controversy at all. This is the expressed view of copyright owners, and their agents. The royalty which is involved is that which accrues from the performing right—the so-called "small rights," as distinguished from dramatic and other rights. The Copyright Act of 1909 specifically exempted the mechanical piano from a levy; now this exemption has been removed.

Herman Finkelstein, general counsel for the American Society of Composers, Authors and Publishers, anent the MOA proposal, stated: "This does not face up to the matter. What is involved is the performing right."

Bob Burton, executive vice-president of Broadcast Music Inc., expressed a similar sentiment. Burton also noted, however, that the concept of a pre-

EDITORIAL

Take Another Look

The MOA came into being years ago as an organization designed to stymie the demands of copyright owners.

Time change: The probable passage of the Celler Bill will remove what many have considered an unfair exemption. The probable passage will also remove MOA's outdated reason for existence.

This is not necessarily fatal—provided that MOA face up to its responsibilities.

Instead of indulging in futile and illogical proposals, such as an increased mechanical fee in lieu of a performance fee, the MOA should serious apply itself to the task of working out a fair formula for payment in the event the Celler Bill becomes law.

The present MOA proposal would merely pass the burden to segments of the industry which are not really involved.

There is a real need for an organization which can negotiate for the operator and protect his interests over a long term; a need for an organization which can also respect the point of view of others across a bargaining table.

There is, in brief, for a display of statesmanship—for a new look and a fresher attitude.

Recognition of this will give MOA the soundest basis of service to its industry.

fixed mechanical royalty is already a dead pigeon with regard to any copyright act revision. The Register of Copyrights, Burton pointed out, has already officially recommended the abolition of the compulsory licensing provision of the Copyright Act.

"The trend of thinking, with regard to mechanicals, is counter to the MOA proposal and is in the direction of the report of the Copyright Register—so talk of a 4-cent rate is nonsense."

It is also pointed out that at

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By AARON STERNFIELD

NEW YORK—Record companies will fight any proposed increase in mechanical royalties to be paid in lieu of performance royalties by juke box operators.

Last week, at the annual convention of the Music Operators of America in Chicago, George Miller, past MOA president, had urged music machine operators to plump for such increases as an alternative to the performance royalty payments.

Juke box operators have been exempt from performance royalties under the terms of the Copyright Act of 1909. However, in virtually every session of Congress for the last 14 years, legislation has been introduced to remove this exemption.

The current attempt, known as the Celler Bill, has passed the House Judiciary Committee and is before the Rules Committee. No previous attempt has ever progressed this far, and chances for its eventual passage are better than ever.

Operators base their arguments against the removal of the exemption on two premises—that they are in no economic position to pay such fees, and that they do pay mechanical royalties.

MOA's attempt to get support

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get your share of the HARVEST OF HITS

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RCA Victor has your numbers!

"Frankie & Johnny"—Sam Cooke #8215

"I Can't Stay Mad At You"—Skeeter Davis #8219

"Jole Blon (Little Darlin')"—Bobby Day #8230

"Hello, Heartache; Goodbye, Love"—Little Peggy March #8221

"Maria Elena"—Los Indios Tabajaras #8216

"She Loved Everybody But Me"—Charlie Rich #0020 (Groove)

Annette by Any Other Name



DURING SEAFAIR CELEBRATION in Seattle, Wash., recently, one of the star attractions was Miss KJR, otherwise known as Annette Funicello. Pictured with Annette here is Pat O'Day, program director of KJR, who accompanied the songstress on three-day visit.

Only Best Acts for O'seas, AFM Head Tells Committee

WASHINGTON — Nothing but the best and the pros in performing arts should be sent overseas in the cultural exchange program. This was the tenor of testimony last week by Herman Kopp, president of the American Federation of Musicians, and a roster of leaders in the performance field before a House subcommittee studying the effectiveness of U. S. entries in the exchange program.

Kopp's testimony did not disparage the talented amateur groups participating, but said the hard facts are that America is in competition with the best Europe has to offer in the way of performing artistry. The cultural exchange is a part of a greater competition between the free and the non-free world. The professional, by the very nature of

his experience, is most suited to the needs of the program, Kopp pointed out.

This country should also raise the "meager annual appropriation" for the talent tours to where fine orchestras, dance and drama companies can perform at their best. This idea was fervently seconded by Angus Duncanson, of Actors' Equity Association, and Hal Holbrook, who has toured with his one-man "Evening With Mark Twain."

Members of the International Organizations Subcommittee of the House Foreign Affairs Committee were told that while U. S. spends a measly \$2.5 million a year on its whole program, England has spent \$65 million, France \$50 million, and West Germany \$13 million. Soviet figures are under wraps, but they send nothing but the best, indicating a good-sized budget for their ballet and other dance and orchestral groups.

The Boston Symphony Orchestra's personnel manager, Rosario Mazzeo, said America's great orchestras play too small a role in the program as compared to other musical specialty groups. Mazzeo said the various nationalities represented in every symphony orchestra make close liaison with fellow nationals in European countries visited.

Ed Barsky Closes Shop in Philly

PHILADELPHIA — Edward S. Barsky, Inc., veteran among the town's record distributors, has decided to close up shop with the loss of the Liberty label. Barsky, who dates back to the earliest days, was one of the first to branch out as an independent distributor and has handled many major labels over the years. Liberty Records moves to Marmel Distributors Company, Inc., headed by Marc Rosen, president of Liberty left the Barsky shop with Al-tone, Children's Record Guild, Continental, Dolton, Golden, Living Languages, Request, 20th Fox and Young Peoples Records.

Full Title Listed

NEW YORK — A Billboard single record spotlight appearing elsewhere in this issue carries an incomplete label designation. The disk, by Robin Rice of "I've Had It," is listed as being on Metro label. The full label title is Metro International Productions.

Phil Skaff in Creative Post For Liberty

HOLLYWOOD — Phil Skaff, who recently resigned his vice-president's post at Kapp Records, last week moved to Liberty Records to take administrative charge of its newly formed creative department. Post is considered to be one of the more important in the label's operation. Skaff's duties will encompass administrative control and responsibility of all aspects of the label's creative operations—from the product itself to work that will package it.

Skaff will base his operations at Liberty's headquarters here. He joined the record industry in 1955 in a sales and promotion capacity with Chicago's M-C-S Distributing Company.

Three years later, he became that firm's general manager. In 1961 he was appointed managing director of Kapp Records, and late last year became vice-president of the label.

Capitol Gets 'Zenda' Caster

HOLLYWOOD — Capitol Records last week acquired the original cast album rights to the Broadway musical, "Zenda." The show had its pre-Broadway run in San Francisco on August 9, and moves to Los Angeles September 24, where Capitol will record its LP. The Zenda musical is based upon the 1908 novel "The Prisoner of Zenda."

ELIOT TIEGEL OUR MAN ON WEST COAST

HOLLYWOOD — Eliot Tiegel has joined Billboard's editorial staff to be in charge of its West Coast news coverage. His office will be in Hollywood.

Tiegel resigned as West Coast information services manager for Columbia Records to take the Billboard post. Before that, he was with Music Vendor and The New York Herald Tribune.

Besides his reportorial background, he has written for national magazines on popular and jazz music.

Tiegel fills the post vacated here by a month ago by Lee Zito, who was transferred to New York to become the publication's editor in chief.

Singer Sewing People Jump Into Records

By JACK MAHER

NEW YORK — Plans are in the works that may bring a lot of new record outlets to the industry. The Singer Sewing Machine Company has started negotiations to get records from Manny Wells' New York racking job firm.

The Wells firm will rack the 1,700 Singer stores with material from budget lines. In talks between Singer and Wells, however, it was indicated that the rack firm will not only stock Singer with budget LP's but will also slowly begin stocking regular-priced material in the near future. One of the first sets to be included in this plan to bring other than budget merchandise into the Singer stores will be a "Little Drummer Boy" set from 20th Century-Fox in time for Christmas.

The Singer Sewing machine stores are located in a majority of the cities. They have, for the most part, sold the company's machines and accessories and materials associated with home-making arts.

SINATRA, LENA SET CARNegie RIGHTS SHOW

NEW YORK — Despite the hassle currently involving Frank Sinatra and Nevada authorities the volatile singer is scheduled for three concert appearances here next month.

Sinatra is being investigated by Nevada authorities with an eye to lifting his license to his Nevada-owned lodge for allegedly entertaining a Mafia mogul on the premises.

Nonetheless, Frank turns his eye to loftier things when he joins Lena Horne at Carnegie Hall October 5 and 6 with proceeds going to funds to further Negro voting and education rights.

Sinatra will also emcee a special show at Madison Square Garden October 16 with proceeds going to a similar Negro civil rights fund.

Small Stations Have Hopes For Handcuffs for FCC

WASHINGTON — Several thousand radio stations, particularly the smaller outlets, will root for a recently introduced bill in the Federal Communications Commission from putting any limits on broadcast commercial time. The bill, which extra weight because it is authored by Rep. Walter Rogers (D., Tex.), chairman of the House Commerce Subcommittee on Communications, and he will probably call for hearings at an early date.

The FCC has had rule making under way which would go into effect by Jan. 1, to cement some limits on commercial time in broadcasting. One plan being considered would adopt the code of the National Association of Broadcasters, which limits radio commercials (for code subscribers) to a maximum of 30 seconds per five-minute segment, and up to seven minutes for a single-sponsored full hour. Participating sponsorship limit is 18 minutes per hour, five minutes per 15-minute segment.

Smaller radio broadcasters

have protested to their congressmen that rigid across-the-board limits on commercials could bankrupt their stations—many of which have paid for commercials heavily at certain days and seasons to survive. NAB and about 100 per cent of radio broadcasters are bitterly opposed to using NAB code limitations or any other formula as part of Commission law.

The Rogers bill would amend the Communications act to forbid any FCC rulemaking on length or number of broadcast commercials. A recent and also highly unpopular proposal was made by FCC Commissioner Lee Loewinger to put no limits on commercial time per se, but stations would be required to make news broadcast time at least equal to its advertising time. This would be no joy to record industry, cutting deeply into music time on the most important promotion media for records.

Lee Hazelwood Still an Indie

HOLLYWOOD — Lee Hazelwood will continue as an independent producer for Mercury, RCA Victor and Warner Bros. Records among others, he said last week. Hazelwood said that a Billboard story, identifying him as music director and consultant for Stacy Records and curtailing the connotation of exclusivity with that firm, was an error. His only connection with Stacy, he said, was a one-year contract to produce Al Casey Records.

Secco Handles Own

NEW YORK — Secco Distributing Corporation will distribute such labels as Savoy Tropical phonograph records in the New York area effective September 1.

'All-Things' Star of Hi-Fi Show

NEW YORK — A \$30,000 "all things to all men" Ampex home entertainment center, including a videotape recording system and Heath's do-it-yourself color TV kit, shown for the first time in New York, were among the highlights of the annual New York High Fidelity Music Show last week. The show, featuring four floors of exhibit spaces in the Trade Show Building, ran from Wednesday (11) to Sunday (15).

Aside from these developments the show was virtually without startling new ideas or major break-throughs. Rather, it was one which seemed to highlight more modest changes from last year, veering to the external, visual side rather than to circuitry.

Much emphasis was to be focused on styling in fine wood cabinetry and in the handsomely burnished look of metal trim, fixtures and controls. It appeared to be a conscious effort to awaken a greater demand for high fidelity among women. Displays in which many cases tended to emulate the warmth and comfort of one's own living room, were obviously intended

to show the lady of the house how the equipment might look in her own home. Simplified, push-button controls, another factor with distasteful appeal, were noticed in an increasing number of models.

In connection with the female market, the institute announced the results of a recent survey designed to reveal the woman's attitude toward hi-fi components.

Among other things, this showed that one of milady's prime objections in the past, has

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THE TWO
SELLING SIDES
OF
MUSIC'S LEADING MAN
ANDRE KOSTELANETZ



TWO GREAT ALBUMS
OF THE WORLD'S
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Royalties Plan Has Diskers in a Whirl

• Continued from page 1

the present time—and for many years—the concept of a fixed mechanical royalty has been dead insofar as the majority of copyright owners are concerned. Despite the statutory rate of 2 cents per side sold or manufactured, the rate has been negligible.

As for record manufacturers' feelings about the MOA proposal generally is that this is simply an attempt to evade its responsibility by passing the buck to them—the manufacturers.

One of the very real problems of the future will be the mess of setting up a formula for the collection and distribution of monies accruing. Some experts have stated that it would be unwise to put such

sums into the general performing rights pot—be it ASCAP, BMI or SESAC.

Putting the monies into a general fund could lead to inequities in its distribution, and what is suggested as a safeguard is the invoking of the principle of segregation of funds; that is, create a fund separate from the general fund. Much of the general fund is distributed on the basis of broadcast performances. The juke box fund, it is suggested, could be distributed on the basis of another yardstick which would more adequately measure juke box performances.

Columbia Still on Top 8 Weeks After Price Plan

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ment, Columbia sales execs readily acknowledged an anticipated slowdown of sales, particularly at certain levels of the business.

"There was indeed an initial slowdown but it didn't last long," Glancy said. "I think part of the first resistance was the failure of some of the retailers, especially the bigger ones, to fully understand the program. For one thing, though the price may actually average out to a higher figure over the year than what they used to pay, we also have a far greater advertising allowance program. Right now dealers are getting about four times more co-op funds than they used to get."

"And it's paying off," Glancy continued. "Many dealers across the country have been placing really substantial ads." Glancy then exhibited a full-page ad in a St. Louis paper, placed by the Famous-Barr store, a prime retailer there. The ad pictured all Columbia's new August releases and quoted a \$3.19 price for \$3.98 records — this in a market where discounts are well entrenched.

Perhaps the most dramatic



"Little Miss Surfer," by Larry Reed and the Shades in the Delta Club, is moving big in San Diego, Calif., thanks to local disk jockey play. Larry, shown above, smiles gratefully to Jahany Holiday of KCRQ, King Richard and Bill Wolfe of KGB, Jim Simon of KSDN and their other dealers helping to make the new single hit the top 40. As a result of the record the Shades recently guested on SoCal's Philbin's TV show on San Diego station KGOO.

"Little Miss Surfer" is backed with "Break 'A' Butter."

(Advertisement)

proof of Glancy's statement that sales have been building since the advent of the new program, comes from a check of the best performing charts. Approximately two-thirds of the new Columbia pop release product announced for August, is now on Billboard's album chart. To be exact, 10 of the albums are now showing up. These include sets by the New Christy Minstrels, Johnny Mathis, Tony Bennett, Johnny Cash, Bob Dylan, Barbra Streisand (the second album), Miles Davis, Ray Conniff and Billy Butterfield, Jerry Vale and Patti Page.

In addition, Glancy said that there is a definite "leveling out" of dealer buying as a result of the program.

"They are buying what they need and they're buying it regularly and that's what we like to see," Glancy said. "As a matter of fact, this buying without loading up on a speculative inventory basis has had another good effect. Our first Bob Dylan album came out a year ago and didn't do anything. Now it's beginning to step out. We think that's because dealers are more willing to try something out if they're not already loaded up with things that don't move too well. We think that's also a positive factor."

Victor Stars Head O'seas

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Reeves, Chet Atkins, Floyd Cramer, Skeeter Davis, Hank Locklin, Hank Snow, Don Gibson, Eddy Arnold, Charlie Rich and John D. Loudermilk.

The tour would include Germany, the Benelux countries, Scandinavia and London, with concerts on TV interviews scheduled for each stop. The entire project is in the hands of the RCA International department in New York and its various European affiliates. International division head, Darío Soria, is now in Europe finalizing details of the tour.

The tour comes in the wake of a gradual diminution of importance of America records in Europe, particularly on the British charts. At one time they were a dominant factor. Today they are definitely in the minority. Victor officials, through this latest move, hope to arrest this trend.

ROUND-UP

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his product now and have better control over the catalog. This plan is for our own good," he said.

Edwin Zemsky, buyer for the Doubleday shops, said the Columbia plan is definitely a help to the retail business. "It is a good thing," he said, "when somebody has the guts to say this is the price." It is good that there be no hanging over price.

Kurt Schott of The Record Hunter: "We are supporting the Columbia policy 100 per cent. This is a step in the right direction. The move has to be taken, and we are putting more emphasis on the Columbia line." He added that Kapp, among the indies, has taken a similar tack.

A spokesman for Colony stated that the "old type of record retailer is in favor of Columbia's price stabilization move. . . the catch-as-catch-can policy of many companies is not good for the industry."

This dealer, however, posed the question of whether other major labels would go along with the conservative trend, and the answer to this, he felt, was a big factor. He expressed the fear that Columbia, for competitive reasons, might be forced into a position where "it might have to deal with most retailers." He concluded: "You cannot minimize what they (Columbia) are doing."

Goody Demurs

A jarring note in this chorus of praise was interjected by Sam Goody. Goody maintained that Columbia should charge rack jobbers the same price as retailers.

"We are entitled to the same price break a rack jobber gets because we buy as much as the average rack jobber — yet we pay 10 to 15 per cent more. If the rack jobber gets a 10 per cent functional discount, we are entitled to a 20 per cent functional, because we are a catalog house."

Goody, when asked whether he had requested this of Columbia, said he had.

"What did Columbia say?" he asked.

"They laughed at me," Goody said.

Rackers to Meet With Col. Execs

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The feeling of most rackers in this connection, was summed up in a little-publicized resolution passed by the membership at NARM's recent Chicago mid-year meeting. The sense of the resolution was to the effect that the Columbia pricing plan was not in the best interests of the rackers.

The pricing situation as it now stands, rackers, both members and non-members of NARM, feel, put them in a difficult position. Even though rackers still get the standard 10 per cent functional discount, the discount is now figured on the basis of a higher standard price, thus putting rackers in the position, according to leaders in this field, of having to raise prices to stay in business.

Both pricing and the so-called warranty which rackers are now

H'wood Dealers Happy Over Plan

HOLLYWOOD — Retailers here are unanimous in their approval of the record industry's trend toward conservative pricing, and even volume discounts, even as taking the move in happy stride.

Among the record dealers, Elhan Caston, Wallich's Music City stores' vice-president, said that his store chain has proved repeatedly that charging full price for a product pays off. During several forays into discounting, the Music City chain found no increase in sales and definitely not in profits.

Despite competition from discounters here, Music City's ardent allegiance to full price policies has paid off with an increase over last year in sales. According to the present rate, Caston feels the current year will prove to be the firm's biggest in its history. Sales this month are running a full 5 per cent ahead of last year, a banner year for Music City. Business is so good, Music City is opening its fourth store (in nearby Torrance), and Clyde Wallich is planning two additional outlets for next year.

Herman Platt, who has the music department in a White May department stores here, and who has followed the discount policy, said of the industry's previous pricing trend: "It was foolish the way it was going. There didn't seem to be any bottom. Someone took a courageous mission to change the trend. It will prove to be a path to business sanity."

May Company used to charge \$2.99 for Columbia's LPs. It has raised its Columbia price to \$3.19. There has been no drop in Columbia sales.

According to Charlie Simms, record buyer for the White Front stores, volume discount chain here, its recent 10 per cent price increase on Columbia LPs has in no way affected the sale of that product. According to Simms, White Front has found it necessary to boost its prices on Columbia products, since that label's move toward price stabilization. However, Simms

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FRESH FRESH FRESH FRESH FRESHMEN

Across-U.S. Reaction All for Columbia Plan

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finds that Columbia sales have not diminished as a result of the price increase.

Boston Retailers And Kind Words

By CAMERON DEWAR

BOSTON—Retailers here are generally enthusiastic about Columbia's price revision plan. As one retailer put it, "This is the greatest thing that has happened in the history of the record industry." For the little man it is helpful because he can buy as

many or as few records at a time without the specter of over-stocking.

At Stereo Sound & Music in Boston, Bob Kelley, manager, said, "This is the greatest thing for the retailer in the history of the record business." Kelley went further and said: "What would really make me happy is if every record firm in the industry did it, and the sooner the better." He is chiefly happy with the plan because he is not under the fear of over-buying just to get in on a better price.

Mickey, the head man at the Record Wagon, a one-stop in Woburn, sees no appreciable effect from the scheme since the

company works on a 10 per cent margin. "But," he said, "it will do a great deal of good for the independent operator. The awful fear of being left high and dry with a line of records is now gone, and things will be better when all of the companies do it."

Another enthusiast for the plan is Peter McDermott, manager of Mosher Music. "This is a wonderful program," he said, "and if Columbia maintains it, which I have every belief it will, it should be a boon to the regular price-selling dealer. McDermott said sales had increased greatly since the plan began and was especially pleased with the

response to the big sellers, the Bob Dylan and the second Barbara Streisand albums.

One effect of the plan around town at cut-rate spots was evident. Many of the Columbia LP's were off the stands and those on sale are the hottest numbers.

D. C. Reaction Strong, Mixed

By MILDRED HALL

WASHINGTON — Dealer reaction is strong, it mited. Three discount stores definitely opposed the trend; five other retailers approved, but only one was wheatearhead at all.

Dan Danziger of the uptown list-price Disc Shop, says his customers will probably never feel a thing, even if every manufacturer levels off on the special price plans. Danziger is "delighted — delighted" with the first evidence that manufacturers and dealers may develop stable and businesslike relationship. If they fail this time, he feels, "something will have to give in this business."

Discount store, Record Sales, is absorbing price increase in higher-priced items, but some others may have to go up. Manager George Gillespie has his doubts about just how wide-spread the price conservatism will be. He is sure customers will go along if there is a universal list in prices that is not too high. But he is skeptical about individuals in the industry. He thinks that there would have to be mass education to convince everybody—all manufacturers, dealers and discounters—that stabilizing is good for business.

And I no longer pick up the newspaper and see ads offering new Columbia merchandise at less than my wholesale costs. It looks very encouraging.

Dealer thinking on loss-leader items is also destined to be revised as a result of the new plan," Bob Sachs said.

"It should lead to more sensible mark-ups. And we will most likely all begin to stock more intelligently if this plan takes hold."

'Much Needed,' Say Pitt Dealers

By LEONARD MENDLOWITZ

PITTSBURGH — Unanimous approval of Columbia Records' revising its price was expressed today by Pittsburgh record outlets.

Betty Miller, in charge of the record department at Gimbel's, said she was enthusiastic about the Columbia experiment, and that it offered "no problems." She praised the Columbia product as "the best line out."

Barney Stein, head of All-Brands, also praised the Columbia plan and said that the company's product was "much needed." Stein also predicted that other labels would follow suit.

Larry Flanagan, in charge of the Eiben & Irv record outlet, admitted that he was "very happy about the entire plan" and was positive about its continued success.

Mrs. Sylvan Mendlowitz of the McKeesport Music Center in nearby McKeesport, lauded the Columbia action. She observed that it has reduced the record price-cutting practice and has brought more business into more normal lines.

Memphis Ops See More Profit

By ELTON WHISENHUNT

MEMPHIS — Dealers here have expressed general approval of the Columbia move toward album price stabilization. Reason for approval ranged from the potential of higher profits available because of the drop in dealer cost from \$2.47 to \$2.25, to the ability to compete more favorably with discounters.

Retail store operator, Mrs. Margaret Trout, Do Re Mi Record Shop, said: "It has no effect on our sales yet because we have had a sale on all albums which started just before the price reduction. The only difference now is we make more profit on Columbia albums."

"Our sale price on \$3.98 albums is \$2.75; on \$4.98 albums \$3.75. Thus our profit on a Columbia album is 50 cents and on others 28 cents. We will naturally promote albums on which we make more profit."

"I think all record companies need a uniform price. You can believe what they tell you any more. It will cut out the guesswork and be easier on their salesmen."

Another optimistic note was expressed by Mrs. Vera Louise Cope, who, with her husband, operates the Cope's Record Shop: "We sell the top 150 best selling albums at a reduced price—\$3.98 albums at \$2.87 and \$4.98 albums at \$3.76. We've sold more Columbia albums since the price reduction. We can meet the discount house price and that helps us stay in business."

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P-7026



P-7025



C-1061

ALBUM REVIEWS

Billboard

SPOTLIGHT PICK

Pop LP Spotlights are those albums with sufficient sales potential, in the opinion of Billboard's Review Panel, to achieve a listing on Billboard's Top LPs chart. Spotlight winners in other categories are selected on the basis of their potential to become top sellers in their respective areas.

POP SPOTLIGHT
20 ORIGINAL GOLDEN OLDSIES, VOLUME 3
 Various Artists
 Mr. Maestro III

This Volume III of the series of old rock anthems again highlights the motorcycle set on the cover and packs in a great selection of historic rock hits. Collectors will find "Duke of Earl" by Gene Chandler, "Satan Comes" by The Crows, "Crying in the Chapel" by the Orioles, "Over the Mountain" by Johnny and Jan, and 16 other memorable goodies.



POP SPOTLIGHT
ORIGINAL HITS VOLUME 9
 Various Artists
 Liberty LRP 3325 (M)

Here's a hit package that mixes music the old and the new. Hit singles from the past like "Hot Rocker" by B. Bumble and the Jorgens, "Pretty Little Angel Eyes" by Curtis Lee and "Raunchy" by Bill Juarez are mixed with such recent goodies as "Release Me" by Little Esther, "Linda" by Jan and Dean, and "Cherry" by Bobby Vee.



POP SPOTLIGHT
HOOTENANNY SATURDAY NIGHTS
 Bud & Travis & Various Artists
 World-Pacific WP 1813

Two types of folk music are presented here by a battery of fine performers (Gold-coast Singers, the Subvengers, Lynn Gold, Browne and Sunny, Barbara Dane, Bumble Bee Sam and Lightnin' Hopkins). Side 1 presents the currently popular approach to folk music, while the flip side emphasizes the Negro-influenced folk blues.



POP SPOTLIGHT
THE ROBERT DE CORMIER FOLK SINGERS
 Command KS 553 SD (S)

Robert De Cormier is well known as the man who organized the Defiantes Singers. More recently he put together a sizable chorus group of his own, with bowed at New York, better end folk clubs. Ernie Light found them there and later cut three with a lot of great light touch for sound. The arrangements here are standards and the singing is rich and laid-back. Could it get much more.



POP SPOTLIGHT
BROTHER JACK McDUFF LIVE!
 Prestige PR 7274

McDuff hit the charts for the first time with his LP titled "Brother Jack". This one can be figured to follow suit. It's a swang of recorded at Chicago's Frank Rum, with the original spirit assisted by a strong horn assist in front Holloway who is out of the Eddie (Lockwood) Davis school. Some blues in guitar is also a stand-out, "Rock Candy," "Sensitized Samba" and "My Ain't Necessarily So" are among the top tracks.



POP SPOTLIGHT
AND NOW IN PERSON JONAH JONES
 Capitol T 1948 (M); ST 1948 (S)

Jonah Jones, his lightest noted trumpet, and three great sidemen, pianist Pops Foster, drummer Danny Perry and bassist John Brown, get off to a flying start with "It's All Right With Me" and Jones and boys keep flying through great tunes like "Blue Society," "Undecided" and "All of You."



POP SPOTLIGHT
THE INTIMATE MISS CHRISTY
 June Christy, Capitol T 1953 (M); ST 1953 (S)

One of Miss Christy's best albums in some months, her deep smoky sound is best captured in this set and simply backed simply by guitar or drums, but by some more recent of three. Particularity good playing from the few, but important players as the songwriters turn in fine performances of "Singing in the Rain," "Baby," "Don't Exploit" and "Fly Me to the Moon."



POP SPOTLIGHT
NEW DIRECTIONS IN FOLK MUSIC
 Journeymen, Capitol T 1951 (M); ST 1951 (S)

When it comes to credibility folk singers, the Journeymen can't be topped among the best. They've tackled some seldom-heard-to-recorded folk material of authentic quality. Some to place the growing number of pop-folkies in the "Garden of Eden," "Quality Blues," "Shackles" and "Jack-O'-MacDonald" approach has the widest commercial appeal.

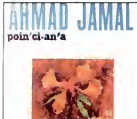


POP SPOTLIGHT
GREAT SCENES FROM GERSHWIN'S PORGY AND BESS
 Laurence Furey, William Warfield, RCA Victor LM 2679 (M); LSC 2679 (S)

One of the most exciting albums in Victor's fall release, Porgy and Warfield are at the top of their powers in an excellent production of this history-making Gershwin score. Superbly roles are dramatically portrayed by John W. Bubbles ("Sportin' Life") and Melvyn Bragg ("Grown"). Sketch Henderson conducts.

POP SPOTLIGHT
AHMAD JAMAL
 Argo LP 719

Ahmad Jamal is back in the old swinging groove with this album recorded with an up-tempo background and slight club audience music. The trio is in close sympathy with the new in Close and Vernon. Jamal working lightly with the pianist. The titles "Lover," "After Pie," are a few of the better tracks.



JAZZ SPOTLIGHT
MY POINT OF VIEW
 Herbie Hancock
 Blue Note 4126

Herbie Hancock, writer of "Watermelon Man," is back again with another fine LP. His second for the label. Past line abundantly and there's a sales-boosting message to be heard in Blue Note. Hancock's already released as a single. Hancock's current position as pianist with Miles Davis' cat's horn sides either.



JAZZ SPOTLIGHT
FREE BENNY GOLSON QUARTET
 Argo LP 716

As Golson separates in his own line and form, he is finding himself in the formalized swinging bands in this set and simply blowing free. That's a good description. Blowing three standards: "Alone at Last," "My Romance," and "Just in Time" with three originals. Benny blows his liquid, unfettered tone in a good swinging backdrop from Tammara, grand, Ben Carter, bass, and Art Taylor, drums.



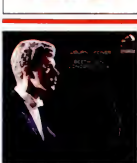
JAZZ SPOTLIGHT
IT IS A BRIFT GUITAR PLATTER
 Howard Roberts Quartet
 Capitol T 1941 (M); ST 1941 (S)

Guitarist Howard Roberts turns in his most commercial outing to date. Roberts is backed by some fine organ from Hank Jones, and right support from Berkley and Paul and right support from Berkley and Paul. "Deep End," "One o'clock Jump" and "Dirty Old Boss" are top tracks.



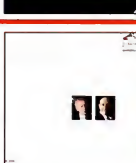
JAZZ SPOTLIGHT
AFRICAN HIGH LIFE
 Solomon Hlati & His Afro-Drum Ensemble, Blue Note 4134

This album could very well be the set that gets the High Life off the ground in the American marketplace. The music and the rhythm are straightforward and swinging. The difficulty with African music is that it's not as easy to hear as it is. It's a little more than any High Life music that has preceded them.



CLASSICAL SPOTLIGHT
BEETHOVEN: CONCERTO NO. 4
 Von Cliburn, Chicago Symphony Orchestra (Reiner), RCA Victor LM 2680 (M); LSC 2680 (S)

Cliburn and Beethoven have been together before, and the results have been so good that the music is familiar and so good that the music is familiar and so good that the music is familiar.



CLASSICAL SPOTLIGHT
TCHAIKOVSKY: CONCERTO NO. 1
 Arthur Schnabel, Boston Symphony Orchestra (Leinhardt), RCA Victor LM 2681 (M); LSC 2681 (S)

The combination of the Boston orchestra and Arthur Schnabel are bound to be big dealer box office. The music is familiar and so good that the music is familiar and so good that the music is familiar.



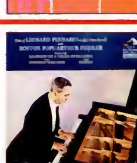
CLASSICAL SPOTLIGHT
THE ROBERT SHAW CHORALE
 RCA Victor LM 2676 (M); LSC 2676 (S)

The Robert Shaw Choral Ensemble, in its recent visit to Moscow, created almost as much excitement as the music itself. The album presents the music in the Soviet capital. The album presents the music in the Soviet capital.



CLASSICAL SPOTLIGHT
GREAT SOPRANOS OF OUR TIME
 Various Artists
 Argo S 36135 (S)

This album is designed to be in with Angel's desire program which features 97 albums by their top operatic sopranos, Maria Callas, Elisabeth Schwarzkopf, Victoria de los Angeles, Regine Crespin, Birgit Nilsson and Joan Sutherland. Each soprano offers two tracks from one or more of her complete sets. There's an awful lot of talent on these two sides.



CLASSICAL SPOTLIGHT
LEONARD PENNARIO WITH BOSTON POPS/ARTHUR FIEDLER
 RCA Victor LM 2678 (M); LSC 2678 (S)

RCA Victor has matched best selling Arthur Fiedler's Boston Pops Orchestra with a competitive but highly gifted newcomer, Leonard Pennario. The two ably collaborate on the piano-orchestra Bachmann-Fiedler solo on a theme of Wagner and Frank's "Symphony, Veritatis/Lust/Scherzo."

COLUMBIA RECORDS

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AND

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'THE MOST CONSISTENT SUPPLIER OF GOOD RECORDS'

BY INTRODUCING 16 GREAT NEW HALL OF FAME

SINGLES BY LOUIS ARMSTRONG • TONY BENNETT

DAVE BRUBECK QUARTET • RAY CONNIFF

MILES DAVIS QUINTET • DORIS DAY • PERCY

FAITH • LEFTY FRIZZELL • KEN GRIFFIN • JOHNNY

MATHIS • GEORGE MORGAN • RAY PRICE • MARTY

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See 'New Look' in Operations of Religious-Oriented Field

By MARK-CLARK BATES

NASHVILLE—Reports from major industry leaders in the sacred and inspirational record field indicate an approaching "new look" in religious-oriented music operations.

"New" in the sense that merchandising efforts will be designed more and more around the traditional distributor-retailer set-up.

There was a time when sacred records were sold almost exclusively through church-related book stores. But several authorities in the sacred field have noted a trend towards an expanded merchandising effort among sacred publishers and labels. (See the feature on Word Records, Waco, Tex., in this section.)

John Kohel Jr., assistant to the president of SESAC, the major sacred music licensing society, said two definite trends have developed:

1. Kohel says that the sacred publisher has recognized the potential of the record for record sales. A result of this realization is the development of several new labels which in most cases are owned by the publishers.

An example of this trend is closely related to the first, Kohel says, namely an awareness on the part of the sacred music publisher of the importance of getting their songs recognized, and, being largely a matter of good economics.

One drawback on getting sacred material cut, according to several sources, is that writers have limited their potential because of certain fears in regard to how and who would cut the song. Many writers, it appears, are reluctant to free sacred material in fear it might be cut in a manner which the writer could not consider sacrilegious.

Mahalia's Voice
Several weeks ago this problem surfaced when Mahalia Jackson, one of the top sacred artists, publicly questioned the advisability of the short-lived "pop-gospel" siege.

But regardless of this problem the sacred field has many plusses going for it.

One of the major revenue sources for sacred music publishers is the book and song book business. One of the major publishers sold 100,000 song books, 45,000 choir collections, 15,000 piano books, and between 275,000 and 300,000 various other religious books last year, Kohel said. He elected not to identify the publisher.

Some of the major Protestant companies are Singingpost, Inc., of Grand Rapids; the Roadhouse Company; the Nazarene Publishing House, Kansas; the Sunday School Board of the Southern Baptist Convention, and the Concordia Publishing House, a Lutheran church company.

But the sacred field is not limited to the Protestant faith. Two major sacred publishers are the Gregarian Institute of America, noted for their chants, and the McLaughlin and Riley Company, of Boston, both are Catholic church-related operations.

And a new development in the publishing field is a Hymnal designed to be acceptable to both Catholic and Protestant doctrine. It is published

SESAC AN OUTSTANDING LICENSEE IN FIELD

NEW YORK—One of the important licensees of sacred and inspiration music is SESAC. Among the firm's member publishers are such notable producers of religious music as Concordia Publishing House and World Library of Sacred Music.

Concordia Publishing House of St. Louis, an arm of the Lutheran Church-Missouri Synod, has four current catalogs listing over 5,000 compositions. In the past few years Concordia has published cantatas and smaller works by the old Lutheran composers and contemporary composers.

Among the records available from World Library of Sacred Music in Cincinnati: "Chants of the Church," sung by the Monks of Mount Angel Abbey; "Christmas in the Cloister," sung by the Trappistine Nuns; "Mass Prayers," and "One Faith in Song," 21 hymns common to the Catholic and Protestant faiths.

of the World Library of Sacred Music in Cincinnati:

Two Big Ones
Two giants in the sacred record field are Word Records and Duke Records and their subsidiaries, Peacock and Songbird. Word, headed by Jarrell McCracken, has witnessed spectacular growth during its 12 years of operation. The Waco, Tex., company regards some of the top sacred artists in the field including Ethel Waters, Frank Boggs, Burl Ives, the Lutheran Hour Choir, and the Korean Orphan Choir. Word also records several outstanding religious speakers including Billy Graham, Dr. Norman Vincent Penle, Paul Harvey and Walter Jude.

Duke Records, an all-Negro label, has more than 50 artists. Many of their artists, while not chart-makers, sell 50-40-60,000 records per release according to Bob Garner, Duke sales manager.

Headed by Don Robey, Duke sells to a steady customer. Robey said the field is very lucrative even though their artists are not as well known as pop artists. Several of their minstays include the Mighty Clouds of Joy, the Dixie Hummingbirds and professor Harold Boggs.

Another sacred label, similar but not as large as Duke, is Ernie Young's Nashville-Excellence. Young's Nashville-Excellence. (Continued on page 16)

Like Texas, Word Records Is Big, Big, Big

WACO, Tex.—In true Longhorn State fashion, Word Records has become—in the space of 12 years—a giant of the record industry in the field of sacred and inspirational music.

The founding of the label actually happened almost by accident. Jarrell McCracken, founder and president of Word, was a 21-year-old ministerial student at Baylor University in 1951 when he was told of the label was born.

While attending school McCracken was also announcing for a local radio station. At the suggestion of his friends he combined his radio abilities with his ministerial studies and produced a "sermon" which came to be called "The Game of Life." The taped sermon, which included cheering and band music, was an allegorical contest between the forces of evil and the forces of good.

The taped sermon caught on and requests for records of the production came from various parts of the country. With the Time magazine carried a feature story on the unusual sermon.

Frank Boggs, a favorite sacred artist among Protestant churches, became Word's first artist and was followed by the Baylor University choir. From that point on McCracken began to add some of the best-known names in the sacred field to his budding giant. Today, Word boasts a roster of sacred talent unequaled by any other label in the world. Included among its artists are Ethel Waters, Burl Ives, Norman Vincent Penle, Billy Graham, the Lutheran Hour Choir and the Korean Orphan Choir.

According to Russ Reid, vice-president of Word, the label has been able to create a market for the sacred product. In the past, Reid said, it has been difficult

for a label to get the retailer to stock an adequate supply of sacred and inspirational records.

But Reid says a trend away



GOSPEL SINGING BLACKWOOD BROTHERS join sacred specialist Tennessee Ernie Ford for a recent appearance on Ernie ABC TV show.

RELIGIOUS MUSIC

Blue Ridge Quartet Bus Even Has Own Phone

By MARK-CLARK BATES

The Spartanburg, S. C.-based Blue Ridge Quartet has staked a claim to an exclusive among the transportation-conscious quartet family. The recently purchased a double-decker super scenic cruiser bus which features air-conditioning, two-way radio, mobile telephone, a snack bar and sleeping quarters for seven. The bus is said to be the only double-decker in private use.

Sing Music, owned by the LeFevres, has moved into a new ultra-modern building in Atlanta. Sing's A. O. Stinson recently cracked the New England television market with the "Gospel Singing Caravan" TV show. Stinson is also scheduling the show in Western markets for the near future.

The Blackwood Brothers are set for Springfield, Mo., September 19; Akron, 20; Detroit, 21, and Dayton, Ohio, 26 and 27.

Smitty Gatlin's Oak Ridge Boys are excited about their new arrangement with Warner Bros. They are one of the busiest gospel groups in the business and are experiencing a real spurt at the present time.

The Oak Ridge Boys just released a new album, "Folk Has Minded Spirituals for Spiritual Minded Folk," which features bluegrass and a 12-string guitar.

The Statesmen, headed by Hovie Lister, were named "Best Gospel Quartet of 1963" by the World Youth Council recently. Lister's group is probably the top album seller in the gospel field.

New Skylite releases include "Just a Rose Will Do," by Little (Continued on page 16)

DEALERS SAY SACRED BRINGS MUCH ACTION

NASHVILLE—A Billboard market survey of 20 record retailers from various parts of the country reflects good news for sacred and inspirational labels, artists, and publishers.

Asked if the dealer gets calls for the sacred product frequently, occasionally, or seldomly, it was found that nine dealers said they get called as representative of the average record calls, five said occasionally, and six said seldomly.

It should be pointed out that these dealers were picked as representative of the average record calls and are not specially skilled.

When asked if the dealer felt he has an adequate sacred stock eight said yes, 12 said no. And 12 dealers said they plan to stock more sacred product while the other eight said they would continue with the same stock. Only two dealers said they plan to carry less sacred stock.

Five labels said sacred sales fluctuate while 15 dealers said the sacred market steady.

from this as more and more retailers come to realize the market potential for the sacred product.

In the early days and even until today Word has depended on an aggressive merchandising effort to get its product to the consumer. The major sales efforts are concentrated in the following:

1. Bible book stores—Through these stores Word found a consumer market already oriented to the Bible's music. This effort, Reid said, produces a reasonable amount of Word's sales.

2. Door-to-door sales—Word has approximately 500 salesmen who sell sacred record libraries from door to door. Purchases, Reid said, range from \$24.95 to \$300. Included in the plan are different combinations of records aimed at various age groups.

"We take the position that every home needs the influence (Continued on page 16)

Coming on this page in future weeks:

Next week

Jazz

October 5

Classical

October 12

Folk

WORD - "The World's Largest Selling Inspirational Label"



W-3170-LP WST-8104-LP W-3229-LP WST-8130-LP

W-3259-LP WST-8140-LP W-3188/2-LP WST-8117/2-LP



W-3242-LP WST-8132-LP W-3255-LP W-4017-LP WST-9003-LP

W-3149-LP WST-8082-LP



W-3246-LP WST-8134-LP W-3161-LP WST-8098-LP W-3054-LP W-3100-LP WST-8044-LP



W-3250-LP WST-8135-LP W-3163-LP WST-8100-LP W-3241-LP W-3243-LP



W-3139-LP WST-8077-LP W-3180-LP WST-8114-LP W-3239-LP WST-8131-LP W-3252-LP WST-8137-LP



W-3011-LP W-3276-LP WST-8153-LP W-3094-LP W-7004-LP WST-8034-LP

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3. We will send you a Special Display Rack FREE!
4. You will get Deferred Billing till January 10, '64!
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VICE PRESIDENT, PHONE OR
WIRE . . . PL 6-5331, Area Code 817,
Waco, Texas

WORD

RECORD
DISTRIBUTING COMPANY
WACO, TEXAS

Like Texas, Word Records Is Big, Big, Big

Continued from page 13

of these records," Reid said. Many of the salesmen work rural areas where there are no record stores. When a salesman finds a home where there is no phonograph he is equipped to sell the consumer a phonograph plus the records, Reid said. "Not only is this helping us to merchandise the Word prod-

uct," Reid said, "but we feel that this is a boost for the entire record industry inasmuch as we have been able to introduce another family to the world of recorded music. Then, of course, it is most probable the consumer will not only buy our product but that of other labels as well."

3. Record club—This method, Reid says, is "very successful."

The Word Record Club was formed in 1957. A combination of direct mail and advertising placed in religious publications is the major communication with the consumer for the club, Reid said.

4. Distributors and salesmen—Word is also distributed to numerous retailers through the normal distributor-retailer set-

Religious Field Has New Operations Look

Continued from page 13

based labels sell the bulk of their records through radio packages.

Two top writers in the sacred field are Moise Lister, whose songs have been recorded by Jimmy Dean, George Beverly Shea, Mahalia Jackson and scores of other leading artists, and Ira Stanphill, of Lancaster, Pa., who wrote the sacred classic, "Manion Over the Hilltop."

Of course there is another factor in the sacred and inspirational field of major importance: The major label and its artists.

Big Sellers
Columbia features two giant sellers, the Mormon Tabernacle Choir and Mahalia Jackson; Decca has Fred Warner, Red Foley, and a host of country artists who also record sacred music; Capitol claims the Roger Wagner Choral, Tennessee Ernie Ford and Ralph Carmichael; Randy Wood's Dot label has Dr. Charles Kendall and Pat Boone; RCA Victor spotlights George Beverly Shea, perhaps the top seller in the field, Marian Anderson, the Robert Shaw Choral, and Elvis Presley, who has sold thousands of hymn albums.

Not to be overlooked is Charlton Heston, who has a strong following for his recorded reading of the Holy Bible. Also, there are numerous artists, particularly in the country field, who record sacred material.

SESAC's Koshel sees a continuing growth for the sacred and inspirational publishing and recording business.

Factors accounting for the growth, Koshel says are that many churches are beginning to realize the importance of records "for spreading their message," and publishers are becoming increasingly aware of the revenue potential of songs if merchandised properly.

These factors will probably lend impetus in the months ahead to increased sales efforts for the sacred product.

Steve Clark Named V.P.

CHICAGO — Steve Clark, Vee Jay representative in the Atlanta area, has been named vice-president in charge of sales and promotion. Clark is a four-year veteran with the label.

His appointment was announced by Randall Wood, newly named Vee Jay president, who also noted that August was one of the biggest months in the label's history.

Wood cited new material by the 4 Seasons, Gene Chandler, and subsidiary product on FM and Horizon. He said the 4 Seasons' "Golden Hits" LP was already over the 100,000 mark.

Wood said he keenly anticipated an even greater volume in September when Vee Jay would introduce additional new product and a new merchandising program in its Oldies "45" label.

In naming Clark, Wood said he would be responsible for augmenting Vee Jay along modern sales and promotion concepts. He described Clark as "one of the more progressive thinkers in the record business today."

Before joining Vee Jay, Clark headed his own firm, Tempus Records, for two years, before that, was with the Eastman Kodak Company in sales and promotion for two years. He is a graduate of Knox College in Galesburg, Ill.

THE WORLD'S OUTSTANDING INSPIRATIONAL ARTISTS ARE ON:



PEACOCK SPIRITUAL ARTISTS

THE MIGHTY CLOUDS OF JOY
THE SENSATIONAL NIGHTINGALES
PILGRIM JUBILEE SINGERS
FIVE BLIND BOYS
THE GOSPEL CONSOLATORS
THE DIXIE HUMMINGBIRDS
THE LOVING SISTERS
THE SPIRITUAL FIVE
REV. JULIUS CHEEKS
THE CHARIOT GOSPEL SINGERS
THE SUNSET TRAVELERS

GOSPEL MESSENGERS
THE GOSPELAIRES
SISTER JOSEPHINE JAMES
VICTORIA & THELMA HAWKINS
REV. ROBERT BALLINGER
CHICAGO GOSPEL CAVALIERS
REV. CLEOPHUS ROBINSON
THE SOUL SEEKERS
SPIRIT OF MEMPHIS QUARTET
THE GOLDEN ECHOES
THE HARDEMAN SINGERS
EXCELLO GOSPEL SINGERS
THE MIGHTY REDEEMERS
FIVE SINGING STARS
THE AWAKENING ECHOES
THE O'NEAL TWINS
THE STRIPES OF GLORY
THE HIGHTOWER BROTHERS
THE BROOKLYN SKYWAYS
BROTHER PRINCE DIXON
THE SOUTHERNAIRES
REV. W. C. TRAMMELL
BROOKLYN ALL STAR SINGERS
SKYLIGHT SINGERS

SONGBIRD SPIRITUAL ARTISTS

INEZ ANDREWS GIBBS
& THE ANDREWETTES
THE GOSPEL CHALLENGERS
PROF. HAROLD BOGGS
THE POWERLITES



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DAVE CLARK
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ROBERT L. GARNER
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TALENT

NOSTALGIA BIT

'I'll Never Smile Again'—Sigh, Sigh

The cup of nostalgia is bubbling over these fall evenings in New York, as the band stand at the Hotel Americana's Royal Box Supper Club takes on the looks of a reiteration of a much older stand in a much older hotel.

A passer-by hearing a faint, light trombone solo, would place the original setting at the Century Room of the Hotel Commodore, or perhaps the Cafe Rouge of the Hotel Pennsylvania.

This week's re-enactment of those earlier scenes was not a dream at all. Rather, it was personnel Sam Donahue putting the latest version of the Tommy Dorsey band through its paces in a one-hour production, which had, despite a certain unevenness, some definite high spots.

The engagement produced the New York fall evenings of 19-year-old Frank Sinatra Jr., a lad who sings like, sounds like, and gestures like his father at the point where it's unfortunate.

Re-enacting a typical Sinatra-Dorsey scene of the late 1930's, the younger edition sings "With-out-a Song," "This Love of Mine," "Too Close for Comfort" (from clansman Sammy Davis Jr.'s show "Mr. Wonderful") and finally with the Pied Pipers, "I'll Never Smile Again."

The sound and the presence is amazingly like the elder Sinatra, a fact which makes for pleasing floor-side conversation, but which does not necessarily carve out a bright new career. This is a good, publicity-laden way for Frank Jr. to get himself launched. Soon, however, he should build his own act and his own image and ditch the band showcase. He has the natural singing talent and poise to go it alone if he wants to.

Helen Forrest, often called the voice of the name bands, was the hit of the show in the wind-up spot, and showed herself a wisp of a singer. Miss Forrest looks fine, 25 years after her heyday as a band singer, and if anything, she's better than ever. In a six-number turn, she gave the short spell the look and the sound of a complete club act, as in the "Just One of Those Things," "Lonesome Road" and a group of her own smashes—"Don't Want to Walk Without You," "I Had the Craziest Dream" and "I Cried for You."



HELEN FORREST

The band itself is fine, and it's cast in the Dorsey, brassy tradition (four trumpets, three trombones, six reeds) with leader Donahue, a three-horn man, taking part in each.

The Pied Pipers, another trademark of the old Dorsey crew, are back with "Sunny Side of the Street," "Chicago"

and "Oh Look at Me Now," and the group has a pleasant sound even though they're not in the same vocal league with the originals. Charlie Shavers contributes an overblatant, Beriganized trumpet solo and Garry O'Brien handles the Dorsey trombone spots well.

REN GREVATT

LIVING ROOM

Kathy Pert, Shapely—and Warm

NEW YORK — The Living Room on New York's East Side, a posh but highly intimate night club, was filled with a mighty full and rich voice when Kathy Keegan opened Monday (9).

She is a pert and shapely brunette and projects a warmth and sincerity in her delivery that makes it difficult for the listener to think of anything else but her singing.

The thrush's disarming personality was evident in her tempo "Gypsy in My Soul," "Call Me Irresponsible" and "A Foggy Day in London Town" were delivered with torchy tenderness and sincerity. The highlight of the evening's performance was an emotion-packed rendition of "The Good Life"—the tune that Kathy has done much for, and has done much for her.

Kathy has a simple, direct

projection and packs emotional sincerity and zest that very frequently reminds one of Judy Garland.

Kathy Keegan's latest LP entitled "The Good Life" has just been released this week by Maltby Records.

GIL FAGGEN

TALENT TOPICS

NEW YORK

Fall is generally considered the off-season in Europe for American tourists, but that's obviously not the case for performing talent. Peter, Paul and Mary, the Everly Bros, Della Reese, Paul Anka, and many more top name record acts are currently en route to various parts of the Continent, for engagements of up to eight weeks.

Comee Francis started work on her forthcoming film for MGM last week. Entitled "Looking for Love," Connie is co-starring with Jim Harton and Jody Baker. She will record eight new songs for the picture, which goes before the cameras in mid-October.

Bobby Rydell is in line to open at the Las Vegas Sands Hotel later this month for four weeks. After that he flies to the coast for top-secret huddle with 4 Star Productions for projected TV plans.

Chubby Checker returned to the U. S. last week after a two-month tour of Europe. While in Germany he cut several sides in German, for local consumption. Also received trophies in both Germany and Italy as most popular American artist there.

SAN FRANCISCO

Though it's not London Week in San Francisco, the city is full of London talent. All at once we have here a touring group of the "Young Men of the Geary," "An Evening

(Continued on page 20)

TV GUEST APPEARANCES BY RECORD TALENT

SEPTEMBER 16-22
(All Times Eastern Daylight Saving)

TUESDAY 17—RICHARD CHAMBERLAIN
17—MORRIS DEAN ARTHUR will be among the performers on the Tonight Show (NBC-TV, 11:35 p.m.).

TUESDAY 17—COUNT BASIE, BROOK BENTON
Both will be featured as the musical portion of the Westinghouse tape-television show, *Count Basie Show* (ABC-TV, 10:30 p.m.).

WEDNESDAY 18—MILT RAMEN
Comic will be setting up on the Tonight Show (NBC-TV, 11:35 p.m.).

WEDNESDAY 18—KYU SARAFOTO

Comic's latest from Japan will be featured on the Steve Allen Show.

THURSDAY 19—EDIE ADAMS, GISELE MACKENZIE
An ABC-TV special, *The Edie Adams Show* (10:11 p.m.) with assorted guests.

THURSDAY 19—PATACHOU
International show stylist will appear on the Tonight Show (NBC-TV, 11:35 p.m.).

FRIDAY 20—LENA HORNE, JONATHAN WINTERS
Both will appear on the season premiere of the Jack Paar program (NBC-TV, 10:31 p.m.).

FRIDAY 20—BILL DAVEY
Prior to beginning his own TV series, Jessi James (Davey) will be greeted by network co-hosting Johnny Carson on the Tonight Show (NBC-TV, 11:35 p.m.).

FRIDAY 20—KAY STARR
Tea time "Make a Circle" on the Steve Allen Show.

SATURDAY 21—JACK JONES, MOOT SAHL, KAY STEVENS, HARRY JAMES
Tea time on Steve Allen Show (ABC-TV, 9:30-11:30 p.m.).

SATURDAY 21—NANCY AMES, VAUGHN MEADER, MIKE SETTE, CHAD MITCHELL
ABC-TV special, *The Nancy Ames Show* (7:30-9:30 p.m.).

SUNDAY 22—BILL DANA, GARY CROSBY
Comic and crooner premieres the new Bill Dana Show (NBC-TV, 7:30-9:30 p.m.).

The national network TV guest appearances listed above provide outstanding promotional possibilities for agencies and talent. For all others who can benefit from an exposure of their recent efforts in records or television, this chart should be used as a reference source which to plan window, counter and other displays by which the TV appearance can be merchandised to the retail-buying public.

ARTISTS' BIOGRAPHIES

For your programming use here are pertinent facts about hot disk artists. If clipped and pasted on 3 by 5 cards these biographies will help you build a convenient file of such data.

GARNET MMIMS & THE ENCHANTERS
(United Artists)

NAMES: Garnet Mims, Zola Pearlman, Sam Bell, Charles Boyer, AGES: mid-20's, HOME TOWNS: Mims, West Virginia; Zola and Sam, Philadelphia; Boyer, North Carolina. A C K & C O U N D: Prior to forming the group as it now is, each of the members has had considerable solo experience here and, in the case of Zola Pearlman, in Europe. Zola has been with various vocal groups, including the Paul Roberts Choir. Boyer was a five-year member of the spiritual group called the Ambassadors. In addition to their obvious vocal talents, Sam Bell is a songwriter, and Garnet plays a pretty mean piano. The experience behind this newly formed aggregation has been long and, at times, arduous in the making. With "Cry Baby" they have made an auspicious debut on United Artists Records.

LATEST SINGLES: "Cry Baby," in its sixth week on the Hot 100, is still Top 20.

TALENT ON TOUR

(Top record talent in top record towns this week)

EAST
Jerry Vale makes his second appearance at Freedomland this season this weekend, where he'll play the Alton Brown band, and Maltby's orchestra. . . . Johnny Tillotson will play the Shell House, Long Island, over this weekend. . . . Teri Thornton starts five weeks at Basin Street East September 19.

MIDWEST
The touring sing along gang of Mike Miller play the Kansas City (Mo.) Coliseum (16), the St. Paul Auditorium (17), the Dallas Coliseum (18), the St. Louis Arena (19), Chicago's McCormick Palace (20), the University of Detroit Field House (21), and Cleveland's Civic Auditorium (22). . . . Phyllis Diller plays for two nights (16-17) at the Flamingo Club in South St. Louis City, Neb.

WEST
Nina Simone closes this week at the Village Gate in New York and then it out to the Paradise West in Los Angeles September 18 through October 1. . . . Anita O'Day goes into the Losers, Hollywood, for three weeks September 17. . . . A one-night concert September 21 at Santa Monica Civic Auditorium will headline Nancy Wilson and Morey Amsterdam. . . . Phyllis Diller differs in at the Fairmont Hotel in San Francisco for three weeks, beginning September 19. . . . Among the many talents to appear at the Monterey Jazz Festival (20-22) will be John Lewis and the Modern Jazz Quartet, Laurindo Almeida, Carmen McRae, Harry James, Dizzy Gillespie and Dave Brubeck.

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IN CANADA

Welcome Back Bob Goulet

What was probably the toughest opening night in his meteoric career occurred when Robert Goulet stepped before an audience of some 17,000 people at the Canadian National Exhibition September 15.

Canadian-born Goulet returned to his native country and showed the finesse of the pro he really has turned out to be. As was expected, his material runs primarily to Broadway melodies with the songs from "Camelot" taking the focal point of the performance, with selections from "West Side Story" a close runner-up.

To showcase the Goulet performance, CNE producer Jack Arthur organized one of the most spectacular Canadiana shows to date, with Canadian singer Ruth Walker and the choreography of Alan Lund.

WRAY RUTLEDGE

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LRP-3324/LST-7324



A TASTE OF HITS ■ MARTIN DENNY
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TALENT TOPICS

• Continued from page 18

British Rubbish," which opens the new theater night club, the Little Fox, and "The Establishment" playing at the hungry 1. . . . Another world premiere is slated for the Curran Theater in September, a play entitled "The Tender Heel" with a setting in Florida. . . . The Purple Onion returns to night club entertainment with the opening of comic Kip King and the singing voice of Beverly Saunders, with music by Paul Gemignani. . . . Banjoist Clanny Hayes has joined the Turk Murphy band and is now playing nightly at Turk's own Earthquake McGoon's. . . . Dick Stewart, KPIX teenage host, is back for his second night club engagement at the Off Broadway. Starting August 30 Stan Kenton comes to the club with his complete 22-piece New Era in Modern Music Orchestra. . . . Jimmy Smith and His Trio are now whooping it up in the Jazz workshop. . . . The Committee is still going strong at its own night spot after several months. The San Francisco-born group has added a new member and increased its repertoire. . . . Comedian Dave Barry is pulling them in at Bimbo's, an unusual billing for this club usually given to big shows. Singer Carol Brent is with him.

Two musical plays are scheduled to play in San Francisco this fall, one of them a world premiere. "Wild About Marjorie," a musical adaptation of Oscar Wilde's "The Importance of Being Earnest," is currently in

rehearsal. Written and composed by Don de Mitrail, the play features new talent headed for Broadway. Theater and opening date have not been set. . . . Richard Rodgers' "No Strings" featuring Howard Keel and Barbara McNair is scheduled December 2 at the Curran, and is an offering of the 1963-1964 Theater Guild Society season, the only musical in a group of eight plays.

Pete Seeger and the Freedom Singers of Atlanta held a "bon voyage folk music concert" August 17 at the Searsville Lake Park, Woodside. . . . On the Nevada scene are Jan Garber and his orchestra at the Maple Casino in Reno; Eddie Fisher in the Celebrity Room, with Forbes and Villa at Cal Nevada Lodge, Lake Tahoe; the Lancers, with Frank Fanelli and Jack Schaefer, at the Crystal Bay Club. . . . Dean Martin and Frank Sinatra are at the latter's own Cal Nevada Lodge through September 5. . . . The Kingston Trio is in the Arabian Room of the Dunes Hotel, Las Vegas.

The schedule for Harrah's Club at Lake Tahoe includes Mitzel Gaynor through September 8; Lherance through September 22, and then Arthur Godfrey to October 9. . . . Sam Butera and the Witnesses are at Harrah's in Reno through September 11, followed by Rex Benke Rax Eberle and the Modernaires, through October 2. . . . The Four Lads are at the Holiday Hotel in Downtown Reno. . . . Jack Soo and Juanita Haze continue their successful run of "Flower

Drum Song" at the Thunderbird, Las Vegas. . . . The Lettermen with George Burns and Dorothy Provine are at the Nugget in Sparks. . . . Saviero Saridis and the Cuban Kossacks are at Harrod's Fun Room, also in Reno.

GODFREY LEHMAN

BOSTON

With a season of expensive acts booked, the Statler-Hilton Terrace Room is tempting the fates with an early opening on Friday, September 13th. The week end's jam-packed house at the Hampton Beach Casino saw more than 12,000 show up for an evening with Peter, Paul and Mary. . . . Vaughn Meader was honored at a luncheon this week in his old home town of Waterville, Me. He made his acting debut at nearby Lakewood Theater in "The Tender Trap."

Basil Rathbone, the old Sherlock, will give a program of readings in Peabody October 2. . . . Allan Sherman, visiting in Boston with Richard Rodgers at the musical "Jennie," discussed a joint venture, a musical based on Robert Paul Smith's "Where Did You Go? Out, etc." Sherman plans to write the lyrics. . . . Patricia Morrison winding up the South Shore Music Circus season with sell-out houses with "The King and I." . . . The Salisbury Beach Frolies will be required by AGVA to pay Patti Page in full for the week when the club was shut down for selling minors liquor. The case of Nat King Cole is still pending with AFM.

Patrice Munsel putting new life into "Can Can" at the Framingham Carousel. Every one of the 2,998 seats were occupied opening night. . . . Mary Martin and the 30-member cast of

"Jennie" finishes the five-week run at the Colonial and will leave this week for Detroit with the sets in six trailer trucks plus six baggage cars. It'll stay six weeks in the Motor City before essaying Broadway.

CAMERON DEWAR

PITTSBURGH

Perry Como, who hails from nearby Carnegie, will return "home" to tape an NBC color extravaganza at the Civic Arena on October 3. Hamburg Bros., RCA Victor distributors here, hope to get in on the promotion along with Como's Kraft Food sponsors. . . . Glen Miller has parted company with Bill Lawrence, Inc. after a seven-year record association. . . . Much of the success of the Allegheny County's Fair this past Labor Day week end at South Park was due to the draw of ABC-Paramount's

Frankie Fontaine, who was paid a reported \$12,500 for his three-day stint. . . . The Civic Light Opera concluded an eight-week season at a reported loss, but the biggest draws were record stars Robert Goulet, who opened the season, and Nat King Cole who finished it. Goulet drew an estimated 34,000 persons and \$100,000 in eight days while Cole lured 31,900 patrons and \$98,000 in seven days. . . . Record Kow was saddened over the death of Lenny Martin, the pianist-arranger, who was partnered with Lou Guarino in Calico and later Robbie Records. . . . Record producer Tim Tormey is back after a 25-day tour of the Midwest with Brian Hyland and Lon Christie in the "Summer Shower of Stars." . . . Chuck Osborne, local singer, has a promising break-out nationally in ABC-Paramount's "Come and Walk With Me."

LEONARD MENDLOWITZ

HOUSTON

Recording artist Carmen Cavallaro and Paul Neighbors' orchestra are scheduled to be on the opening bill for the reopening of the Continental Room on September 12. . . . The Stan Kenton band will be 22 strong when it plays a concert here September 22 at the Music Hall. Vaughn Meader, who parlayed the ability to say "vigh" like a famous personage into the hottest record album in history, has opened a two-week engagement at the Continental Houston's French Quarter Club. The Don Cannon band will supply the music. . . . The Kirby Stone Four and Patricia Morrison, the actress and vocalist, are currently appearing at the Cork Club. The Mel Arvin Orchestra will play for the show and dancing.

Recording star trumpeter Al Hirt and his group have been booked for a one nighter at the Music Hall. . . . The International Club's Continental Room, which has been closed for refurbishing, will reopen September 12. Singer Dick Krueger is currently in the club's lounge.

BARRY CANDY

DALLAS

Recording artist and singer Charlie Applewhite will headline a show September 20 for inmates at Segoville Correctional Institute. Others who will make the trip include Larry McKay, Joan Ross, Shirley Murray and Ukie Sherin. . . . Mitch Miller and his gang will present a "Sing-Along With Mitch" concert at the Memorial Auditorium Arena September 18. . . . The Dallas Theater League will present recording artist Al Hirt in concert at the State Fair Music Hall September 21.

BARRY CANDY



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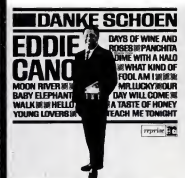
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Quartet R-6105/R9-6105



NEWEST REGULARS to the "Grand Ole Opry" are the Browns—Maxine, Bonnie and Jim Edwards. Shortly after announcing their signing, Opry manager, Don Devine, congratulates them backstage.

COUNTRY MUSIC CORNER

By BILL SACHS

Fertin Husky (Capitol) has been signed to play the annual Policemen's Ball in Meridian, Miss., in November. Pee Wee King worked the affair last year. . . . Jimmy Swain, of Station WBKH, Hattiesburg, Miss., is the writer of Ernest Tubbs' new Decca waxing, "The Way That You're Living." . . . Rudy Callicott and Associates are promoting and sponsoring a country music package, featuring Johnny Cash, Roy Acuff, George Jones, Wilma Lee and Stony Cooper and Clyde Beavers set for the D. C. Army, Washington, September 21-22. . . . Ray Guyce and His Lonesome Valley Boys are slated to return to the Club Piggalle, Bloomington, Ind., for the winter. The lads play the annual Persimmon Festival in Mitchell, Ind., September 28. Appearing with them on the latter engagement will be Robert Howell, Bristol recording artist; Jimmy Kuitche, of Pic Records; Valma Vlam, and comedians Cuzco in Clem and Effie.

Ernest Tubbs and His Texas Troubadours conclude a 16-day trek through Northern California, Oregon, Washington and Idaho for Seattle promoter Jack Roberts at Salem, Wash., September 21. Group is routed for Spokane, Wash., September 16; Lynnwood, 18; Blaine, 19; and Belfair, 20. Last Saturday (14), Tubbs and his music makers played Seattle's Spanish Castle along with Jack Roberts and His Evergreen Drifters. Next Tuesday (24) Tubbs will guest on "Evergreen Jubilee" over

KOMO-TV, ABC-TV affiliate in Seattle. The Wilburn Brothers, Teddy and Doyle, have completed another series of TV films for the American South Company. . . . Earl and Pearl Butler set for personals at Macon, Ga., September 19; Mullins, S. C., 20; Cincinnati, 22; Sumter, S. C., 27; Orangeburg, S. C., 28, and Charlotte, N. C., 29. Dates were arranged by the Jim Denny artist, Nashville.

Adolph Eleet, Columbus, Ohio, a member of the Country Music Association, did a banjo solo on Ted Mack's "Amateur Hour" Sunday (15) over CBS-TV. . . . After an extended tour of Ontario radio stations, Rodeo Records artist Russ Wheeler leaves Toronto late this month for a fortnight's swing through the Maritime Provinces, accompanied by his wife Betty and daughter Lenore. During the Maritime jaunt, Russ will guest on the national CBS-TV show, "Don Messer Jubilee," aired via CBFT-TV in Halifax, and will conduct a number of radio interviews with country d.j.'s in the area. . . . Grandpa Jones and Martha Carson drew a record-breaking 22,000 in two days, September 1-2, at Camden Park, Huntington, W. Va., according to park owner Bob Bailey and promo chief Flem Evans. The booking was arranged by W. E. (Rocky) Moeller of the Jim Denny Artist Bureau.

Russell Sims and Slick Norris are set to produce an LP and singles on Floyd Tillman of the Gulf Coast Studio, Bensmont, Tex., next week. Sides will be on the Nashville-based Sims Records. . . . The Jim Denny artist, Richmond, Va., has routed Shirley Hunter for Lynchburg, Va., September 19-21; Albany, Ga., October 5; Pittsfield, Mass., 10; Newburgh, N. Y., 11, and Poughkeepsie, N. Y., 12. . . . Dave Dudley, current star of the Mid-west and South for Key Talent, Nashville, is being backed on the personals by the Roadrunners. . . . Jimmy Newman, also working under the direction of Key Talent, has his old buddy Rufus Thibodeaux backworking with him. Buck Owens and His Buckaroos show their wares at Liberal, Kan., September 19; Aurora, Colo., 20-21, and Pueblo, Colo., 26.

Tim Gayle, high on the resurgence lists with his Lorry Raine re-release of "Actress of the Year" and his new c.d.w. signing, Cindy Sue Evergreen, who has waxed "Fickle and False," is now headquartered

Wichita Group Sets C.&W. for 19th Yr.

WICHITA, Kan.—The 5,000-member Wichita Independent Business Men's Association has again signed a country music show for its Fall Festival October 5 at the Forum here. This marks the 19th year that a c.&w. show has been engaged for the affair. Harry (Hap) Peebles, Wichita promoter, is producing the show also for the 19th year.

Talent will include Red Foley, the Wilburn Brothers, Don Helm, Wilma Lee and Stony Cooper, George McCormick, the Clinch Mountain Clan, Johnny Western, Margie Bowes and Ernest Ashworth. The unit will also participate on the first fall tour of the season for the Peebles agency. Cities to be visited include Salina, Kan., September 26; Omaha, 27; St. Joseph, Mo., 28; Kansas City, Mo., 29; Sioux City, Ia., October 1; Sioux Falls, S. D., 1; Lincoln, Neb., 3; Tepeck, Kan., 4, and Wichita, 5.

Vic Lewis Spec For Cincy Gardens

CINCINNATI—One of the largest c.&w. packages ever to play Cincinnati will appear at Cincinnati Gardens for two shows, Sunday, September 22, Larry A. Moeller, of the Jim Denny Artist Bureau, arranged the show for Vic Lewis in conjunction with the Hamilton County Sheriff's Department.

The talent line-up will include Red Foley, Webb Pierce, Ray Price and His Cherokee Cowboys, Jimmy Dickens, Carl and Pearl Butler, Stonewall Jackson, Porter Wagoner and trio, George Morgan, Jean Shepard, Carl Smith, the Duke of Paducah, Archie Campbell, and the new Epic recording artist, Shirley Ray.

Lewis, a veteran c.&w. music promoter, reports a heavy advance ticket sale.

at 319 W. 48 Street, New York, and is doing national record promotion for Matt Furin's Bay Uke Records, frequent Nashville ethers. Tim fully recovered from a long bout with illness, is also celebrating his 25th year at a personal party. The writer's agent and music pack, . . . George Riddle, United Records artist now working out of Nashville, did a shot on "Grand Ole Opry" September 6 and guested on the Wilburn Brothers TV show which aired in 12 major markets. On September 25, George appears with a country music package in Shenandoah, Ia., in a booking arranged by the Bob Neal Agency.

One of the largest c.&w. packages ever to play three consecutive dates in Canada pulled packed houses in Hamilton, London and Toronto during the Labor Day holiday weekend (29-31). Included in the package arranged by the Jim Denny Artist Bureau, Nashville, was Webb Pierce, Carl Smith, Minnie Pearl, Faron Young and His Deputies, Stonewall Jackson, Skeeter Davis, Carl and Pearl Butler, Lefty Frizzell, Billy Walker and Bill Anderson. Accompanying the group on the tour was Jack Andrews of the Jim Denny office. The package also played Memorial Coliseum, Buffalo, September 1 to capacity business.

HOT COUNTRY SINGLES

Billboard SPECIAL SURVEY

FOR WEEK ENDING 9/21/63

This Week	Last Week	Title, Artist, Label & No.	Weeks on Chart
1	1	ABILENE George Hamilton IV, RCA Victor 8161	15
2	2	RING OF FIRE Johnny Cash, Columbia 42788	16
3	3	GUILTY Jim Reeves, RCA Victor 8193	11
4	4	TALK BACK TREMBLIN' LIPS Ernest Ashworth, Hickory 1214	14
5	8	MAKE THE WORLD GO AWAY Ray Price, RCA Victor 42525	7
6	5	YOU COMB HER HAIR George Jones, United Artists 578	11
7	6	SIX DAYS ON THE ROAD Dave Dudley, Golden Wing 3020	17
8	7	DETROIT CITY Bobby Darin, RCA Victor 8193	12
9	10	THE MINUTE YOU'RE GONE Sonny James, Capitol 4969	10
10	9	B X 10 Bill Anderson, Decca 31521	5
11	12	ACT NATURALLY Rust Owens, Capitol 5025	24
12	13	WE MUST HAVE BEEN OUT OF OUR MINDS George Jones & Melba Montgomery, United Artists 575	21
13	14	A MILLION YEARS OR SO Eddy Arnold, RCA Victor 8207	7
14	11	TIPS OF MY FINGERS Ray Clark, Capitol 4956	12
15	18	FADED LOVE Percy Clay, Decca 31522	2
16	—	LOVE'S GONNA LIVE HERE Rust Owens, Capitol 5025	1
17	17	LITTLE OLF YOU Jim Reeves, RCA Victor 8193	10
18	15	HAPPY TO BE UNHAPPY Gary Buck, Fetal 1011	6
19	—	SANDS OF GOLD Webb Pierce, Decca 3148	14
20	—	UNKIND WORDS Kathy Day, United Artists 427	1
21	29	IN THE BACK ROOM TONIGHT Carl Smith, Columbia 42768	5
22	23	ANYTHING NEW GETS OLD Don Gibson, RCA Victor 8193	4
23	—	DON'T PRETEND Bobby Edwards, Capitol 5006	1
24	25	I GAVE MY WEDDING DRESS AWAY Billy Wilder, Decca 31501	6
25	—	HEARTY, BE CAREFUL Billy Walker, Columbia 42794	5
26	—	YOUR BEST FRIEND AND ME Mack Wiseman, Capitol 5011	1
27	27	TELL HER SO Wilburn Brothers, Decca 31520	2
28	30	NOT SO LONG AGO Marty Robbins, Columbia 42831	1
29	26	HALL OF SHAME Melba Montgomery, United Artists 576	5
30	—	LOOSE LIPS Lefty Seatt, Mercury 72710	7



THE MOST TALKED OF SONG OF THE YEAR!

Ernest Ashworth's
TALK BACK TREMBLING LIPS
Hickory 1214

"TEENAGE LETTER"

Jerry Lee Lewis
b/w
"SEASONS OF MY HEART"
SUN 1384
Jerry Lee Lewis
w/m
Linda Gail Lewis
Sun Records
429 Madison Memphis, Tenn.



THE OSBORNE BROTHERS, Sonny and Bobby, snapped up their cut first session for Decca Records in Nashville last week, just after signing an exclusive management pact with the Wil-Helm Agency. Left to right: Harry Silverstein, assistant a.&r. director, Decca Records; Owen Bradley, Decca's chief a.&r. director; Smiley Wilson, director of talent for the Wil-Helm Agency; Benny Birchfield, a regular with the Osbornes; Bobby Osborne and Sonny Osborne.

We could beat
our gums
and drums

but this says it

LATE SINGLE SPOTLIGHTS

Pop



LESLEY GORE

SHE'S A FOOL (Helios-MRC, BMI) (2:13)—**THE OLD CROWD** (Screen Gems-Columbia, BMI) (2:30)—The thrush has had two smashes in a row and here's another and possibly a two-sider at that. First up is a teen-slanted ballad with lots of feeling, while the flip is a bright, bouncy up-beater which could find equal favor. Good dual-tracking on both sides.

Mercury 72180



RAY STEVENS

SPEED BALL (Lowery, BMI) (2:40)—Stevens is just off his "Harry the Hairy Ape" hit and this should be a fast follow-up. It's a nutty story of a hot-rod maniac with a leather jacket and an eagle on the back and the kids should dig it. Flip is "It's Party Time" (Lowery, BMI) (2:39).

Mercury 72189

VAUGHN MEADER

NO HIDING PLACE (Gallico, BMI) (2:29)—Here's Meader's first on the label and, in fact, his first single. It's a bright, funny parody of the whodunnit movement, particularly the "I'm the only one who can do it" theme.

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 Wildwood Days (Bobby Rydell) . . . C-1055

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 Let's Twist Again (Chubby Checker) . . . P-7004
 You Can't Sit Down (The Doves) . . . P-7025

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Chubby Checker's Beach Party . . . C-1040
 The New Sounds of Maynard Ferguson . . . C-1066
 An Era Returns (Bobby Rydell with the Bonnie-Lee Orchestra) . . . C-4017
 Your Twist Party (Chubby Checker) . . . P-7002

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495 S.E. 10th Court, Hialeah, Fla.

Henry Stone, President

Tel.: TU 7-7546



C-1033



C-1054



P-4011



C-1043



C-4007



P-7004



P-7025



C-1040

HOT R&B SINGLES

Billboard SPECIAL SURVEY

FOR WEEK ENDING 9/21/63

This Week	Last Week	Title, Artist, Label & No.	Weeks on Chart
1	1	HEAT WAVE	7
		Morrito & the Vandellas, Gordy 7022	
2	2	THE MONKEY TIME	8
		Major Lance, Okeh 7175	
3	6	PART TIME LOVE	6
		Little Johnny Taylor, Galaxy 722	
4	4	FRANKIE AND JOHNNY	7
		Sam Cooke, RCA Victor 8215	
5	9	CRY BABY	3
		Garnett Mimms & the Enchanters, United Artists 629	
6	8	MICKEY'S MONKEY	4
		Miracles, Tomla 5403	
7	5	FINGERTIPS (Part II)	13
		Little Stevie Wonder, Tomla 5400	
8	11	MY BOYFRIEND'S BACK	5
		Angela, Sonnet 1824	
9	7	IT'S TOO LATE	7
		Wilson Pickett, Double L 717	
10	3	MOCKINGBIRD	14
		Inez Faxon, Symbol 919	
11	10	HEY OHEL	8
		Freddie Scott, Cadette 492	
12	26	IF I HAD A HAMMER	3
		Triol Lopez, Reprise 20198	
13	21	CANDY GIRL	8
		4 Seasons, Vee Jay 529	
14	25	SALLY, GO ROUND THE ROSES	2
		Jaynetta, Tuff 369	
15	23	DOWN THE AISLE	4
		Patty LaBelle & the Blue Belles, King 5777	
16	14	THEN HE KISSED ME	4
		Cryin', Philips 115	
17	18	JUDY'S TURN TO CRY	7
		Lashley Gore, Mercury 72143	
18	15	IT WON'T BE THIS WAY (Always)	10
		King Pins, Federal 12484	
19	—	BE MY BABY	1
		Bonnie, Philips 114	
20	20	CUT YOU A-LOOSE	3
		Ricky Allen, Age 2918	
21	12	JUST ONE LOOK	14
		Doris Troy, Atlantic 2188	
22	16	I (Who Have Nothing)	8
		Ben & King, Atco 4367	
23	—	TALK TO ME	1
		Sunny & Sunflower, Tear Drop 2014	
24	—	SURFER GIRL	2
		Beach Boys, Capitol 3009	
25	17	MAN'S TEMPTATION	8
		Gene Chandler, Vee Jay 336	
26	19	WIPE OUT	9
		Surferlita, Del 16499	
27	—	SUGAR SHACK	1
		Jimmy Gilmer & the Fireballs, Del 16487	
28	22	TELL ME THE TRUTH	2
		Honey Wilson, Capitol 4991	
29	—	A WALKIN' MIRACLE	1
		Essex, Roulette 4515	
30	30	DENISE	2
		Randy & the Rainbows, Rust 5059	

Big Bands Get A Piece of Campus Action

PHILADELPHIA — While the folk singers got the center of the stage at the colleges and clubs in the area, the big band names are not shunted out entirely, according to Bill Honney, who heads the William Honney Agency, most active music talent booking office here. Band bookings for the fall include Sammy Kaye, September 14, for the Blueberry Festival at nearby Hammonton, N. J., and Les Elgart the same night at Sedbrook Country Club here.

Kaye is also set for a September 21 date at Atlantic City's Convention Hall, and Elgart on September 28 at DuPont Country Club in Wilmington, Del. October dates bring Buddy Williams to Franklin & Marshall College, Lan-

Decca Declares Dividend

NEW YORK — Directors of Decca Records, Inc., September 4, declared a regular quarterly dividend of 30 cents a share on the company's stock, payable September 30, 1963, to stockholders of record September 16, 1963.

Kaster, Pa. (12), and Stan Kenton to Rider College, Trenton, N. J. (26). November dates bring Stan Rubin to the Philadelphia Country Club (16), and Les Elgart plus the Four Freshmen (21) for La Salle College at Convention Hall here. Honney also has Liberace set for a concert November 20 at the Shrine Temple in Harrisburg, Pa.

Adding to the folk singers spread at the area colleges reported earlier, Honney agency set the Chad Mitchell Trio for Villanova University October 5, and the Rooftop Singers December 14 at Gettysburg College, Gettysburg, Pa.

MUSIC AS WRITTEN

Capitol of Canada . . .

G. E. Leetham, vice-president and director of sales for Capitol of Canada, has assumed the additional responsibilities of merchandising and a.k.r. formerly handled by Harold S. Smith, who resigned.

NEW YORK

Two new Glenn Miller albums of material previously unreleased are in the works at Victor. The company has 32 tracks of air checks and has received permission from the estate to release same. . . Columbia is working on a Gene Krupa package to run to two or three LP's in much the same vogue as its Jack Teagarden, Woody Herman, Mildred Bailey sets. . . There will be another Jackie Robinson benefit for CORE in the Connecticut area shortly. . . Erroll Garner is being sought by three agencies which want to represent him on the West Coast. . . Bert Mann and Jack Plick have written a song for the N.Y.C. Police Athletic league called "Be a Cop to a Little Pal". . . Bo Diddley is going to Britain with a tour that is being headlined by the Everly Brothers. He is also being handled by Komac Enterprises, his personal management firm. . . Elliot Mazur is getting phone calls at his Cameo-Parkway offices about the strange sound of the opening of the "Hobo Flats" track on the "More" LP by Clark Terry.

JACK MAHER

PHILADELPHIA

Jean Reed is manager of the record department at the new Liberty Bell Discount Center on the site of Butch's Farmers' Market, and for the opening offered free d.j. sample 45's to the first 1,000 record buyers, plus Bruno Walter's Interview LP to the first 50 classical buyers. . . Dunby Radio Corporation purchased a commercial building on 21st Street to expand its distribution of hi-fi and stereo equipment. . . After a three-year absence during which time he held forth at Cherry Hill Inn (N. J.), Joe Frausto will return as conductor of the house orchestra at the Latin Casino show-place on the Jersey side.

Leon Rosen, proprietor of the Rite Music Shop in the Roxborough section of the city, has set up a "Stereo Salon" at his store. . . Chips Distributing Inc. is being acquired by RCA Records as a wholly owned subsidiary to handle its labels. . . Nearby Barn Arts Center at Riverdale, N. J., extended the summer season. Bernal Rothbard booked George Shearing September 2, Gene Krupa, 9, and Lionel Hampton, 22. . . A three-store chain of \$1 and \$2 Record Shoppers opened with two stores in center of the city and a third in suburban Lansdale, offering all labels at \$1 and \$2, stereo and hi-fi, none priced higher than the store's name. . . Irv Kolkler, of the Le Bistro niter in nearby Atlantic City, has signed a 10-year personal management contract with recording star Gloria Lynne.

MAURIE H. ORODENKER

CINCINNATI

Vern Hawk, head of Ambat Records, Inc., local one-stop operation, has opened an Ambat branch at 605 North High Street, Columbus, Ohio. Dave Benberg, formerly with Ambat here, has been placed in charge

of the Columbus branch. . . Larry Sunbrock, of Paramount Promotions, Inc., Orlando, Fla., has a pop, rock and jazz jamboree set for Cincinnati Gardens, October 5, and the Arena, Cleveland, October 6. Talent for the two showings will comprise James Brown and his Flaming Flames Orchestra, Solomon Burke, Little Johnny Taylor, Thea Gilmore, the Crystals, the Dovells, the Olympics, Ted Taylor, Bobby Byrd, Lou Christie, Steve Azar and Anna King. WSAI's Ron Britton will emcee the local proceedings, assisted by the deejay contingent at WCIN. BILL SACHS

Million Buck Summer Heat, Says Atlantic

NEW YORK—Atlantic Records has announced that its summer sales plan resulted in sales hitting the \$100-million mark. In addition to 16 new Atco and Atlantic releases the firm also specifically noted that sales in depth of catalog merchandise figured prominently in the total. Many factors were credited with piling up the sales, but the catalog buying, distributor incentives and the special advertising fund for distributor were considered key items in the program. The district advertising fund will continue to operate through October.

Another key point, according to distributors handling the Atlantic product, was the simplification and revising of the amount of Atlantic and Atco product to a point where 10 Atlantic LP's and four Atco were released with the incentive plan. Two more Atlantic albums by hot singles artists, Doris Troy and Barbara Lewis were added to the plan at later dates. Almost all the rest of the albums were of strong selling artists like Acker Bilk, Bent Fabric, Herbie Mann, Bobby Darin, Ray Charles and Hank Crawford.

Milw'kee Cards Golf Tourney

MILWAUKEE — Milwaukee's Fifth Annual Golf-O-Ree, participated in by all segments of the music-record-radio business of Milwaukee and Chicago, will be held here Wednesday (1) at the Tumblebrook Country Club at Pewaukee, a nearby suburb. Arrangements are being handled by Ed (Coffee) Larson of WEMP here, and tickets may be obtained from his office.

Larson expects a record-breaking turnout which will include distributors, dealers, juke box operators, radio program execs and deejays. Comic Timmie Rogers has been hired for the occasion. Ducats cost \$15 for golf, dinner and entertainment. Non-hackers pay \$7.50.

Miss to PR Post

NEW YORK—Marilyn Reis has been appointed director of the Connie de Nave public relations agency. The appointment coincides with an expansion movement for the firm, with opening of offices in Beverly Hills and various European cities.

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|---|--------|
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| All the Hits (The Dovells) | P-7010 |
| Bobby Rydell's Biggest Hits, Volume 11 | C-1028 |
| It's Matched Perfect Time (Don Dee Sharp) | C-1018 |
| All the Hits (Bobby Rydell) | C-1019 |
| Twist With Chubby Checker | P-7001 |

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M. S. DISTRIBUTING CO.

1700 S. Michigan Avenue, Chicago, Ill.
Marv McDermott—Vic Faraci



P-7004



P-7010



C-1018

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Great New Fall Product Like This, By Proven Sales-Winning Artists Like These:

- | | |
|--|--------|
| All the Stars—Biggest Hits, Fall Pic (Chubby, Bobby, Dee Dee, Bevels, Orleans, Mipple) | P-7033 |
| Your Tired Party (Chubby Checker) | P-7007 |
| All the Hits (Bobby Rydell) | C-1019 |
| Monster Mash (The Cryptids) | P-7018 |

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CHATTON DISTRIBUTING CO., INC.

2517 San Pablo Ave., Oakland 12, Calif.



P-7033

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Great New Fall Product Like This, By Proven Sales-Winning Artists Like These:

- | | |
|--|--------|
| All the Hits (All the Stars) | P-7013 |
| Twelve Shades of Bluegrass (Bob Johnson) | P-7017 |
| For True Tenders Only (Chubby Checker) | P-7009 |
| All the Hits, Volume 11 (Don Dee Sharp) | C-1022 |

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sings

**YOU GAVE MY
NUMBER TO BILLY**

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MURRAY KELLUM**LONG
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Terrific air play...

**TONY
and the VELVETS****SUNDAY**ZOOM
9606**BREAKOUT SINGLES**

★ NATIONAL BREAKOUTS

SUGAR SHACK

Jimmy Gitter & the Fireballs, Dot 1467

★ REGIONAL BREAKOUTS

These new records, not yet on Billboard's Hot 100, have been reported getting strong sales action by dealers in major markets listed in parentheses.

WHAT'S EASY FOR TWO IS SO HARD FOR ONE

(Johette, BMI) & YOU LOST THE SWEETEST BOY (Johette, BMI) Harry Wells, Motown 1048 (Washington)

S.P.C.L.G. (Society for the Prevention of Cruelty to Little Girls)

Society Girls, Yes Joy 524 (Conrad-Smith Acce, BMI) (Chicago)

NIGHT LIFE

Rusty Draper, Chess 1868 (Arc, BMI) (San Francisco)

STRANGE FEELING

Billy Stewart, Chess 1868 (Arc, BMI) (Washington)

CUANDO CALIENTA EL SOL

Steve Allen, Dot 16307 (Peer Int'l, BMI) (Los Angeles)

THE DAY THE SAWMILL CLOSED DOWN

Dickey Lee, Smash 1844 (Hall-Clement, BMI) (Chicago)

I'M LEAVING IT UP TO YOU

Dula & Grace, Michele-Montel 921 (Vanica, BMI) (Houston)

LITTLE EFFIN ANNIE

Joe Perkins, Sound Stage 72511 (Mimosa, BMI) (Seattle)

I'M COMING BACK TO YOU

Julie London, Liberty 55005 (Wood, ASCAP) (Chicago)

THEME FROM TOYS IN THE ATTIC

Joe Sherman, World Artists 1088 (United Artists, ASCAP) (San Francisco)

**SINGLES
REVIEWS****SPOTLIGHT WINNERS OF THE WEEK**

Pop single spotlights are those singles with sufficient sales potential, in the opinion of Billboard's Review Panel, to achieve a listing in the top 50 of Billboard's Hot 100 chart. Spotlight winners in the country music and rhythm and blues categories are selected to achieve a listing on the Country Music or R&B charts. Spotlight winners in other categories are selected on the basis of their potential to become top sellers in their respective areas.

SINGLES REVIEW POLICY

Every single sent to Billboard for review is heard by Billboard's Review Panel, and its sales potential is rated within the category of music. Full reviews are presented for Spotlight Picks or Special Single Picks. All other singles are listed in their respective categories.

**POP SPOTLIGHT****PAUL & PAULA****A PERFECT PAIR**

(A&P-Leslie, BMI) (2:17)

**FIRST DAY BACK
AT SCHOOL**

(L&M, BMI) (2:54)-Philips 40142

Two more solid items from the teenage duo. The first has the lovely, easy ballad sound that's associated with the pair; the second has "Last Day" place trophies while the first is built on a "hey-gal-back-to-school" theme that's bound to get play from Top 40 juke.

**POP SPOTLIGHT****BRENDA LEE****SWEET IMPOSSIBLE
YOU**

(Champion, BMI) (2:34)

**THE GRASS IS
GREENER**

(Screen Songs-Columbia, BMI) (2:55)-Decca 31559

Two magnificent sides from Brenda. First is a sharp up-beat thing with swing, humor and bright effects. The second is a true love, when the girl sings it, sounds like a mad for excitement. Brilliant performance is backed by strings and chorus.

**POP SPOTLIGHT****RANDY LEE****LET ME GO
CLIMBING**

(Cedarwood, BMI) (2:52)-Philips 40157

This side has a strong, building, exhilarating groove. Lee's got a ruffled head with chorus, strings and other effects that make for excitement. Flip is "Young Boys" (Cedarwood, BMI) (2:57).

**POP SPOTLIGHT****DALE & GRACE****I'M LEAVING IT UP
TO YOU**

(Vince, BMI) (2:13)-Merlet 921

This side, from Baton Rouge, La., has been picked up for distribution by Jamie. It's got a good chance for the big time. Side has identifiable sound that mixes strong vocal work from the duo with simple relational melody. Flip is "That's What I Like About You" (Red Stick, BMI).

**POP SPOTLIGHT****THE SPINNERS****THE HAPPY
HOOTENANNY**

(Signer, Screen, BMI) (2:00)-Smash 1845

Wild new here. The side has hard, bawling fever, fast-handclapping and a powerful, stinging sound. The flip is "Mother" (Signer, Screen, BMI) (2:35).

**POP SPOTLIGHT****THE SHOELACES****WORK SONG**

(Leslie, BMI) (2:30)-Merlet 4045

Not Adderley's jazz instrumental gets the rock sound here with guitar, lead singing from the combo, backing vocals and the work. Flip is "Ball and Chain" (Keynote, ASCAP) (2:37).

**POP SPOTLIGHT****THE TARRYTOWNS****ROUGH SURFIN'**

(Hillbrow, BMI) (2:42)-Echelon 2370

Hard-driving instrumental sound is the surf genre. Guitar and driving beat predominate with a mail the team all time. Flip is "Mansion on the Hill" (Milton, ASCAP) (2:40).

**POP SPOTLIGHT****DEE DEE SHARP****WILD**

(Kahnson, ASCAP) (2:55)

**WHY DONCHA
ASK ME?**

(Kahnson, ASCAP) (2:36)-Cocoa 274

The thrust has two new ones in a style a bit different for her. The first is a warm ballad done in a Serrat style that's got solid singing, strong mood and tight blend of background in vocal group and rhythm. Second side has a beat as well with the same hit sound.

**POP SPOTLIGHT****JIMMY SOUL****GO 'WAY
CHRISTINA**

(Blackman, BMI) (2:35)

**EVERYBODY'S GONE
APE**

(Decca-Merlet, BMI) (2:30)-S.P.R. 3312

Two more potent rappers from Mr. Soul. First has a bit of the cypress with a big beat sound, lots of shouting, and the work. The second side also has big rock beats with solid lead support and the added impact of what singer he called "the answer to the monkey trend."

**POP SPOTLIGHT****MERLE KILGORE****FIVE MILES DOWN
THE ROAD**

(Gulfco, BMI) (2:45)-A&M 31448

Here's a mighty potent country-flavored side that's got everything in it: humor, the artist sings with pathos, and chorus and ark that's the heart of the backing. Flip is "Whiskey Road" (Gulfco, BMI) (2:55).



POP SPOTLIGHT

ROBIN RICE

I'VE HAD IT

(Ronnie & Sharlene, ASCAP) (2:30)—MCA 3

Such performance of a new girl with a strong beat, full chorus and philosophical lyrics. This is "Wanted" (Figures, BMI) (2:25).



POP SPOTLIGHT

DOUG SALMA

THE SCAVENGER

(Ronnie, BMI) (1:55)—Polygram 4013

Title comes from the name of the cat's car. Tune uses hip style terminology, and the singer uses a Ray Stevens and Glen Campbell to get his point across. Rocking side has excellent chance. This is "Highland Flies" (Garnay-Brivich, BMI) (1:58).



POP SPOTLIGHT

GOODLETTSVILLE FIVE

BAILEY'S GONE EFFIN

(Gollick, BMI) (1:47)

EEF

(Gollick, BMI) (1:49)—Gedon 2994

Bright, fun-filled, swinging version of the well-known Mr. Bailey here, in style, changing and swinging make the side go. The flip is another version of the "Gee" theme that could go all the way.



POP SPOTLIGHT

AL CASEY

GUITARS, GUITARS, GUITARS

(Ronde-Geller, BMI) (2:00)—Stacy 864

Strong blues with the surf sound from the Chicago guitarist. It has a solid sound with guitars and strong guitar work. This is called "Surfer" Blues Part I (Ronde, BMI) (2:38).



POP SPOTLIGHT

OSCAR PETERSON TRIO

HYMN TO FREEDOM

(Royce, BMI) (2:05)—Verve 19002

Pianist Peterson is backed here by the Malcolm Delmar Sings and the feature of the side has a lively, instrumental and yet fast-paced sound. Chances for his play here is "Hallelujah Time" (Rogers, BMI) (2:30).



POP SPOTLIGHT

THE HEARTS

DEAR ABBY

(Walsh, BMI) (2:35)—Tuff 5557

A wild swinging side by a group of girls that's bound to catch fire. The effort has lots of material and has a wide atmospheric sound with swing and huge horn appeal. This is "Instrumental Background to Dear Abby" (Walsh, BMI) (2:35).



POP SPOTLIGHT

FERKO STRING BAND

GOLDEN SLIPPER STRUT

(Golan, ASCAP) (2:05)—Argo 5451

Here's another version of what looks like one of the big-time sounds of the future. It's got a strong pounding side that has the Philadelphia string band sound with, shouting and cheer. This is "Treat the Man" (Fennerty, BMI) (2:05).



POP SPOTLIGHT

JIMMIE RODGERS

TWO-TEN, SIX-EIGHTEEN DOESN'T ANYBODY KNOW MY NAME

(Even Music, BMI) (2:04)—Dot 14827

Jimmie Rodgers has his best piece of material in some time. It's a folk and country styled tune from the pen of Fred McQueen that has pathos and nostalgia in a soft center. Country and simple backing make it most effective. This is "The Swamee Boat Song" (Mark-Bryden, BMI) (2:05).



C.W. SPOTLIGHT

GEORGE JONES AND MELBA MONTGOMERY

WHAT'S IN OUR HEART

(Gold, BMI) (2:34)

LET'S INVITE THEM OVER

(Gold, BMI) (2:00)—Dashed Artists 635

The hottest country duo in the business right now and the pair have another potential two-sided as their heads. First up is a convincing examination of each other's hearts, while the flip deals with the "other" love of each. Powerful, emotion-packed work.



C.W. SPOTLIGHT

BILLY ED WHEELER

AFTER TAXES

(Tric-Altenhall, BMI) (2:48)

BLISTERED

(Bonart-Butherford, ASCAP) (2:39)—Cap 556

Two excellent sides by a fine new artist. The cheater is either an co-leader of both and he knows how to sing 'em. First is a lesson about the effect of all types of taxes and his happy partner, while the flip deals with what his girl does in his heart. It's blistered. Either way here.



C.W. SPOTLIGHT

COLEMAN O'NEAL

ROLL UP THE STREET

(Tench, BMI) (2:00)

HERE I AM IN LOVE AGAIN

(Tench, BMI) (2:35)—Sims 143

Two fine efforts by an artist to reduce with. First is a sweet about a love that's over and there's nothing left in it. The flip is a more effective idea in the double vein, and it, too, can go.



SPECIAL MERIT SPOTLIGHT

POP DISK

JOCKEY PROGRAMMING

FRANK CHACKSFIELD & HIS ORK

THEME FROM "A NEW KIND OF LOVE"

(Fenners, ASCAP) (2:14)—London 9617

Erol Gencer wrote this theme material for the new film and British maestro Chacksfield has a dream reading. Featuring the full orchestra, catchy, bass-voiced guitar, rhythmic backing. It really, much play. This is "Street of Goodbyes" (Marley, ASCAP) (2:05).

(Continued on page 32)

HAVE HITS...WILL TRAVEL

FRANK CHACKSFIELD

Theme from A NEW KIND OF LOVE

9617

LONDON RECORDS

LOS MARCELLOS FERIA

CUANDO CALIENTA EL SOL

10713

LONDON INTERNATIONAL

NINI ROSSO

CONCERTO DISPERATO

10716

LONDON INTERNATIONAL

Absolute Smash GIAN FRANCO INTRA

and his orchestra

WHEN IN ROME

CGD-10904

THE CAMBRIDGE STRINGS

DESPERADO

9593

LONDON RECORDS

JOHN KEATING

YA-YA

10521

LONDON INTERNATIONAL

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Gloria Rex, Chorus, Orch.
Gala: Amor, Adios, Brazil;
Fiesta; Perfidia; Granada;
Tico-Tico; Green Eyes; Maria
Gloria; Besame Mucho; Al-
ways in My Heart; Come to
This Mardi Gras; You Belong
to My Heart; Magic in the
Moonlight; Paraph. Parph.
Sine, Parph. Sine, Parph.
St. PS 271 Mo. LL 3271

WILD STRINGS
Warner Miller and Orch.
The Brazilian And I; Dance
Ballerina Dance; Here Sic-
cillo; Monogamy; Ritual Fire
Dance; El Rancho Grande;
I. D's Grogg; Wagon;
Granada; Villa; How High
The Moon Lay Of Spain;
The World is Waiting For
The Sun. St. PS 302 Mo. LL 3302

POMP AND CIRCUMSTANCE
Band of Grenadier Guards
Entry Of The Sovereign; Turk-
ish March from The Nuns
Of Athens; Hungarian March
from The Damnation Of
Faust; Procession Of The
Sardar; Ratsky March;
Grand March from Aida;
Grand March from Tem-
ple. St. PS 317 Mo. LL 3317

EBB TIDE
Frank Chacksfield and Ork.
Ebb Tide; Theme from Lin-
light; Smoke Gets in Your
Eyes; Boulevard Of Broken
Dreams; Love by Starlight;
Among My Souvenirs;
Friendly Persuasion; Laura;
Red Saw in The Sunset;
Only Have Eyes For You; Ju-
laine Leaves; Deep Purple.
St. PS 322 Mo. LL 3322

#1 100

★ STAR performer—Sides registering greatest proportionate upward progress this week.

WEEKS ON CHART	WEEKS AT NO. 1	WEEKS AT NO. 100	TITLE	Artist, Label & Number	WEEKS ON CHART	WEEKS AT NO. 1	WEEKS AT NO. 100	TITLE	Artist, Label & Number	WEEKS ON CHART	WEEKS AT NO. 1	WEEKS AT NO. 100	TITLE	Artist, Label & Number	
1	2	4	11 BLUE VELVET	Radio Rebel, Poly 9414	7			33	23 11 3 FINGERTIPS (Part II)	14			66	62 64 68 LUCKY LIPS	8
2	1	1	1 MY BOYFRIENDS BACK	Angie, RCA 1824				34	26 17 9 MORE	11			67	81 92 SURFER JOE	4
3	3	3	6 IF I HAD A HAMMER	Timi Lenzi, Polygram 26194	9			35	42 46 62 ONLY IN AMERICA	6			68	70 82 (I Cried at) LAURA'S WEDDING	14
4	5	6	14 HEAT WAVE	Martha & The Munchies, EMI 7722				36	28 16 6 DANKE SCHOEN	11			69	50 47 32 ABILENE	14
5	9	29	63 SALLY, GO 'ROUND THE ROSES	Regina, Poly 349				37	40 48 59 WHY DON'T YOU BELIEVE ME	5			70	66 — BLUE BAYOU	2
6	6	15	20 THEN HE KISSED ME	Albie Carrasco, Warner Bros. 3278	6			38	27 24 26 MAKE THE WORLD GO AWAY	10			71	66 95 LEAVE ME ALONE	10
7	12	13	1 SURFER GIRL	Janet Jackson, A&M 3309	8			39	33 34 36 DESERT PETE	10			72	60 67 87 THIS IS MY PRAYER	2
8	15	39	1 MICKEY'S MONKEY	Nile Rodgers, Tamla 5882				40	52 77 — I CAN'T STAY MAD AT YOU	3			73	81 83 93 TELL ME THE TRUTH	5
9	4	2	2 HELLO MUDDUH, HELLO FADDUH	Albie Carrasco, Warner Bros. 3278	6			41	65 72 — BUST OUT	10			74	94 — DEEP PURPLE	2
10	13	31	69 CRY BABY	Sam & The Barones, United Artists 427	6			42	39 40 51 LONELY SURFER	7			75	90 100 — A LOVE SO FINE	2
11	16	22	35 WONDERFUL! WONDERFUL!	Joe Raposo, RCA Victor 7725	6			43	46 50 54 STRAIGHTEN UP YOUR HEART	10			76	91 — ELEPHANT WALK	2
12	20	55	90 BE MY BABY	Boyz II Men, Jive 116				44	55 61 73 BIRTHDAY PARTY	10			77	80 — HE'S MINE	2
13	18	8	12 THE MONKEY TIME	Boyz II Men, Jive 116				45	54 71 MORE	11			78	89 97 — I'M CONFESSIN'	3
14	29	45	66 A WALKIN' MIRACLE	Boyz II Men, Jive 116				46	54 63 TREAT MY BABY GOOD	10			79	88 95 — SEPTEMBER SONG	3
15	17	20	21 PAINTED, TAINTED ROSE	Boyz II Men, Jive 116				47	58 56 66 QUE SERA, SERA (Whatever Will Be, Will Be)	10			80	82 — TEENAGE CLOPATRA	2
16	11	10	5 HEY GIRL	Produce Bros., Capitol 492				48	59 74 — HELLO HEARTACHE, GOODBYE LOVE	11			81	84 — ENAMORADO	2
17	10	7	8 MOCKINGBIRD	Produce Bros., Capitol 492				49	30 26 27 WAIT 'TIL MY BOBBY GETS HOME	10			82	87 — RED SAILS IN THE SUNSET	1
18	19	19	30 YOU CAN NEVER STOP ME LOVING YOU	Produce Bros., Capitol 492				50	71 90 — MEAN WOMAN BLUES	3			83	64 68 78 IT'S A LONELY TOWN	7
19	24	30	33 MARTIAN HOP	Boyz II Men, Jive 116				51	67 — DON'T THINK TWICE IT'S ALL RIGHT	10			84	85 87 — SOONER OR LATER	3
20	14	19	14 FRANKIE AND JOHNNY	Sam & The Barones, United Artists 427				52	75 — DONNA THE PRIMA DONNA	10			85	78 86 96 CHINESE CHECKERS	3
21	22	27	34 THE KIND OF BOY YOU CAN'T FORGET	Boyz II Men, Jive 116				53	63 79 97 THAT SUNDAY, THAT SUMMER	10			86	73 78 88 MAN'S TEMPTATION	7
22	35	38	50 LITTLE DEUCE COOL	Boyz II Men, Jive 116				54	51 49 53 IT'S TOO LATE	10			87	97 99 — CINDY'S CONNY CRY	3
23	38	66	— BUSTED	Boyz II Men, Jive 116				55	72 84 — I'LL TAKE YOU HOME	3			88	77 88 85 SOMETHING OLD, SOMETHING NEW	3
24	12	5	4 CANDY GIRL	Boyz II Men, Jive 116				56	83 98 — TWO TICKETS TO PARADISE	3			89	— BABY GET IT (and Don't Quit It)	1
25	18	13	10 DENISE	Boyz II Men, Jive 116				57	70 80 — TALK TO ME	10			90	95 — DOWN THE AISLE	2
26	35	43	74 PART TIME LOVE	Boyz II Men, Jive 116				58	61 65 76 CHINA NIGHTS (Shine No Yoru)	10			91	— CRY TO ME	2
27	58	93	— HONOLULU LULU	Boyz II Men, Jive 116				59	76 89 — WHAT DOES A GIRL DO	10			92	96 — LONELY DRIFTER	2
28	21	9	5 BLOWIN' IN THE WIND	Boyz II Men, Jive 116				60	74 91 99 BETTY IN BERMUDA	10			93	— THAT'S HOW IT GOES	1
29	32	35	40 HEY THERE LONELY BOY	Boyz II Men, Jive 116				61	53 62 72 8 X 10	10			94	98 — 94 HEAR THE BELLS	4
30	31	28	29 I WANT TO STAY HERE	Boyz II Men, Jive 116				62	36 38 DROWNIN' MY SORROWS	10			95	99 — MR. WISHING WELL	2
31	34	37	43 PLEASE DON'T TALK TO THE LIFEGUARD	Boyz II Men, Jive 116				63	41 23 18 WIPE OUT	14			96	96 98 FADED LOVE	3
32	44	56	84 Y'WAN	Boyz II Men, Jive 116				64	87 — FOOLS RUSH IN	10			97	100 — YOUR BOYFRIEND'S BACK	2
33	44	56	84 Y'WAN	Boyz II Men, Jive 116				65	— SUGAR SHACK	1			98	— MARIA ELENA	1
34	44	56	84 Y'WAN	Boyz II Men, Jive 116				66	— SUGAR SHACK	1			99	— WASHINGTON SQUARE	1
35	44	56	84 Y'WAN	Boyz II Men, Jive 116				67	— SUGAR SHACK	1			100	— WASHINGTON SQUARE	1

HOT 100 - A TO Z

Akhilone (Capitol, 9801) Baby (A&M, 9801) Candy (Capitol, 9801) Dance (Capitol, 9801) Easy (Capitol, 9801) Fire (Capitol, 9801) Girl (Capitol, 9801) Hey (Capitol, 9801) I (Capitol, 9801) J (Capitol, 9801) K (Capitol, 9801) L (Capitol, 9801) M (Capitol, 9801) N (Capitol, 9801) O (Capitol, 9801) P (Capitol, 9801) Q (Capitol, 9801) R (Capitol, 9801) S (Capitol, 9801) T (Capitol, 9801) U (Capitol, 9801) V (Capitol, 9801) W (Capitol, 9801) X (Capitol, 9801) Y (Capitol, 9801) Z (Capitol, 9801)	Akhilone (Capitol, 9801) Baby (A&M, 9801) Candy (Capitol, 9801) Dance (Capitol, 9801) Easy (Capitol, 9801) Fire (Capitol, 9801) Girl (Capitol, 9801) Hey (Capitol, 9801) I (Capitol, 9801) J (Capitol, 9801) K (Capitol, 9801) L (Capitol, 9801) M (Capitol, 9801) N (Capitol, 9801) O (Capitol, 9801) P (Capitol, 9801) Q (Capitol, 9801) R (Capitol, 9801) S (Capitol, 9801) T (Capitol, 9801) U (Capitol, 9801) V (Capitol, 9801) W (Capitol, 9801) X (Capitol, 9801) Y (Capitol, 9801) Z (Capitol, 9801)	Akhilone 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|---|---|
| #3528 Scarlett O'Hara | #3164 Mr. Music Maker |
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| #3499 Waltz Time | #3250 Best-Loved Catholic Hymns-The Lennon Sisters |
| #3489 Bubbles In The Wine | #3252 A Guest Champagne Lady-Betty Cox |
| #3457 Baby Elephant Walk | #3283 Boy Meets Horn-Warren Luening |
| #3432 A Lawrence Welk Sing A Long Party | #3292 The Lennon Sisters Sing 12 Great Hits |
| #3428 Young World | #3310 The Don Bonnee Octet |
| #3412 Moon River | #3315 Accordion Concert-Myron Floren |
| #3397 Silent Night | #3343 Christmas With The Lennon Sisters |
| #3389 Yellow Bird | #3347 Jimmy Getzoff |
| #3359 Calcutta | #3355 Polynesian Percussion-George Cates |
| #3350 Last Date | #3383 The Voices Of Bob Ballard |
| #3342 Champagne Music | #3398 Sad Movies-The Lennon Sisters |
| #3318 Double Shuffle | #3400 Take Five-George Cates |
| #3317 Lawrence In Dixieland | #3401 New Orleans Dixieland-Bob Havens |
| #3302 Polkas | #3404 Norma Zimmer Sings |
| #3296 Sweet And Lovely | #3405 Frank Scott Plays Harpsichord |
| #3284 To Mother | #3417 Can't Help Falling In Love-The Lennon Sisters |
| #3274 Strictly For Dancing | #3422 Twistin' Twelve Great Hits-George Cates |
| #3251 Songs Of The Islands | #3433 12 Great Hits In Ragtime-Jo Ann Castle |
| #3248 I'm Forever Blowing Bubbles | #3450 Greatest Organ Hits-Jerry Burke |
| #3247 Overtures In Dance Time | #3464 Third Man Theme-George Cates |
| #3238 Great American Composers | #3481 The Lennon Sisters' Favorites |
| #3224 Dance With Lawrence Welk | #3511 The Ballad Of Jed Clampett-Jo Ann Castle |
| #3218 Lawrence Welk Glee Club | #3536 Myron Floren Polkas |
| #3200 Voices And Strings | |

Bernie Wayne

1619 BROADWAY
NEW YORK 19, N.Y.
PLAZA 7-4960

Memo from:

There are several thrilling moments in the life of a composer—the writing of a song—its being published and recorded—and finally, accepted by the public. The biggest thrill of course is when the song reaches NO. 1 IN THE NATION.

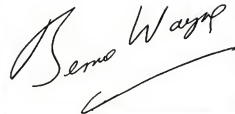
On that note I wish to express my THANKS to BOBBY VINTON whose great recording on EPIC RECORDS contributed to making my song

"BLUE VELVET"

NO. 1 IN THE NATION

A special Thanks to—the A&R and Sales Staff of Epic Records, Vogue Music, Inc. (Frank Abramson) and to the DJ's, Dealers and Music Operators.

Gratefully,


MAMMA SAID
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**TERRY STAR
AND THE STARBELLS**
NA 1008A
NEW ART RECORDS
6400 N. Broad St.
Philadelphia, Pa.

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SWEET
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CARL EDMONDSON—Fraternity
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JIMMIE HASKELL—Capitol
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STYLIA STYNS—Columbia
and more to come!
I'M COMING BACK TO YOU
Julie London
(Liberty)
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ORBITING I

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Betty Harris
Julius 5456
Nationally Dist. by
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TODAY'S TOP TUNES

HONOR ROLL OF HITS

PACIFIC MUSIC INC.

The Honor Roll of Hits comprises the nation's top tunes according to record sales and disk jockey performances as determined by Billboard's weekly nationwide surveys.

FOR WEEK ENDING SEPTEMBER 21			Weeks on Chart
This Week	Last Week	Artist-Composer-Publisher	
1	2	BLUE VELVET By Wayne-Morris—Published by Vogue (BMD)	4
2	1	MY BOYFRIEND'S BACK By Feldman-Goldstein-Gottschier—Published by Blackwood (BMD)	7
3	3	IF I HAD A HAMMER By Hoyt-Seymour—Published by Endow (BMD)	7
4	5	HEAT WAVE By Holland-Dorner-Holland—Published by Jobete (BMD)	5
5	7	THEN HE KISSED ME By Spector-Greenwich-Barry—Published by Modern Berna-Trio (BMD)	4
6	6	SURFER GIRL By Wilson—Published by Guild (BMD)	6
7	13	SALLY, GO 'ROUND THE ROSES By Sanders-Rosen—Published by Wintun (BMD)	2
8	8	MORE By Sherman-Busch—Published by Curtin Cal (BMD)	9
9	4	HELLO MUDDUH, HELLO FADDUH! By Sherman-Busch—Published by Curtin Cal (BMD)	7
10	20	MICKEY'S MONKEY By Holland-Dorner—Published by Jobete (BMD)	3
11	23	BE MY BABY By Spector-Greenwich-Barry—Published by Modern Berna-Trio (BMD)	2
12	17	WONDERFUL! WONDERFUL! By Raleigh-Edwards—Published by Marks (BMD)	3
13	15	CRY BABY By Russell-Meranda—Published by Rittenhouse-Mellin (BMD)	2
14	9	THE MONKEY TIME By Mayfield—Published by Curtin-Polito (BMD)	6
15	18	PAINTED, TAINTED ROSE By Sawyer-DeAngelis—Published by Damian (ASCAP)	5
16	28	A WALKIN' MIRACLE By Hugo-Lipp-Weiss-Levy—Published by Planetary (ASCAP)	2
17	12	HEY GIRL By King-Goffin—Published by Screen Gems-Columbia (BMD)	6
18	10	MOCKINGBIRD By C. & L. Fox—Published by Sature (BMD)	8
19	26	MARTIAN HOP By Spirit-Lawrence-Rappaport—Published by Screen Gems-Columbia (BMD)	3
20	14	FRANKIE AND JOHNNY By Cooke—Published by Kapp (BMD)	5
21	22	THE KIND OF BOY YOU CAN'T FORGET By Greenwich-Barry—Published by Trio (BMD)	3
22	24	YOU CAN NEVER STOP ME LOVING YOU By Slater-Samwell—Published by Ridge (BMD)	4
23	25	LITTLE DEUCE COUPE By Wilson-Christians—Published by Sea of Tunes (BMD)	2
24	19	DENISE By Levonne—Published by Bright-Tunes (BMD)	9
25	11	CANDY GIRL By Sature—Published by Sature-Gladwin (ASCAP)	9
26	16	BLOWIN' IN THE WIND By Dylan—Published by Wemark (ASCAP)	10
27	—	BUSTED By Howard—Published by Pamper (BMD)	1
28	—	PART TIME LOVE By Hammond—Published by Circo-Escort (BMD)	1
29	—	HONOLULU LULU By Berry-Christians-Spauk—Published by Screen Gems-Columbia (BMD)	1
30	30	I WANT TO STAY HERE By Goffin-King—Published by Screen Gems-Columbia (BMD)	5

RECORDINGS AVAILABLE
(Best Selling Record Listed in Bold Face)

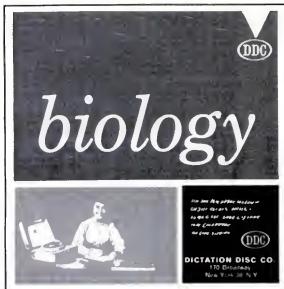
- BLUE VELVET**—Bobby Vinton, Epic 9614.
- MY BOYFRIEND'S BACK**—Angels, Smash 1834.
- IF I HAD A HAMMER**—Tried Lopez, Regatta 2019; Peter, Paul & Mary, Warner Bros. 5296; Janis Ron, Operators 202; Ernie Adams, Atlantic 1142.
- HEAT WAVE**—Martha & Vandellas, Groove 7923; Rene Paul Group, Hi-Fi 5075.
- THEN HE KISSED ME**—Crytals, Philips 115.
- SURFER GIRL**—Beach Boys, Capitol 5995.
- SALLY, GO 'ROUND THE ROSES**—Jaymets, Tuff 369.
- MORE**—Vic Dana, Dorian 81; Martin Denny, Liberty 5571; Chiffonoff String, Mercury 7151; Earl Grant, Decca 25607; Steve Lawrence, Columbia 42795; Rita Orlando & His Orchestra, United Artists 598; Robin Runda, Dery 10019; Karmen Beckett, London 10027; Della Reese, RCA Victor 8187; Clark Terry & His Websters, Cameo 263; Danny Williams, United Artists 601; Kai Winding, Verve 1835.
- HELLO MUDDUH, HELLO FADDUH!**—Adams, Sherman, Warner Bros. 5378.
- MICKEY'S MONKEY**—Miracle, Tams 5083.
- BE MY BABY**—Bonnette, Philips 116.
- WONDERFUL! WONDERFUL!**—Johnny Mathis, Columbia 35048; Tynes, Parkway 884.
- CRY BABY**—Garnet Mimms & His Excubators, United Artists 426.
- THE MONKEY TIME**—Major Lance, Okeh 7175.
- PAINTED, TAINTED ROSE**—Al Martino, Capitol 5990.
- A WALKIN' MIRACLE**—Eames, Roulette 4515.
- HEY GIRL**—Freddy Scott, Columbia 493.
- MOCKINGBIRD**—Ike Fox, Starday 315.
- MARTIAN HOP**—Ron-Dells, Chairman 4483.
- FRANKIE AND JOHNNY**—Sam Cooke, RCA Victor 8115; Jack LaRocca, Regatta 201; Claire Lane, Peat 1015.
- THE KIND OF BOY YOU CAN'T FORGET**—Rahmberg, Jubilee 5455.
- YOU CAN NEVER STOP ME LOVING YOU**—Johnny Timmons, Cadence 1437.
- LITTLE DEUCE COUPE**—Beach Boys, Capitol 5999.
- DENISE**—Randy & The Rainbows, Best 859.
- CANDY GIRL**—4 Seasons, Vee Jay 539.
- BLOWIN' IN THE WIND**—Chad Mitchell Trio, Kapp, 510; Peter, Paul & Mary, Warner Bros. 5346; Jerry Jackson, Kapp 543; Bob Dylan, Columbia 4356.
- BUSTED**—By Charles, ABC-Paramount 1841.
- PART TIME LOVE**—Lulu Johnson Taylor, Galaxy 722.
- HONOLULU LULU**—Jan & Dean, Liberty 9543.
- I WANT TO STAY HERE**—Steve & Eydie, Columbia 4315.

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• SINGLES REVIEWS

• Continued from page 27

★★★★

FOUR-STAR SINGLES

The four-star rating is awarded new singles with sufficient commercial potential that respective labels/publishers merit being placed by dealers, catalogs and rock jockeys handling that category.

POPULAR

IRE AND TINA TURNER
**** I'm Gonna Back Home (Flicka, BM) (143)—**** If I Can't Be First (Flicka, BM) (151), SONJA 3061

RON HART
**** Callous the Elephant (Jackpot, BM) (129)—**** The Ghost of Gary (Jackpot, BM) (134), COLUMBIA 42866

JERRY YALE
**** Main Fandango (Ding Doo-Remance, BM) (133)—**** Mario Elena (For Joe's, BM) (135), COLUMBIA 42872

ETTA JAMES
**** I Worry About You (Mammoth, BM) (134)—**** Ten Sides (To Every Story) (Cavalli-Salmon, BM) (147), ARGO 5422

THE BEECHWOODS
**** I'm Not a KM Anymore (Merford, BM) (142)—**** The Place (Merford, BM) (112), SMASH 1613

TIMMY BROWN
**** Do the Croucher (Merford, BM) (115)—**** Love, Love, Love (Providence, BM) (142), MERCURY 72175

LINK WRAY
**** Weak End (Sashness, BM) (141)—**** Tumbler (S.A. (Flower - Palmis, BM) (144), SWAN 4154

DEAN AND JEAN
**** Ya La La La Say (Say) (Merford, BM) (143)—**** I Love the Summertime (Schwartz, ASCAP) (139), RUST 567

LLOYD MCKENNEY
**** Lonely Drifter (Amstrop, BM) (134)—**** Crust Words (Amstrop, BM) (135), SEVILLA 137

BILLY PARKER
**** I Hurt Me (Innocent of You) (English, BM) (142)—**** The Line Between Love and Hate (English, BM) (145), SENS 146

THE IMPRESSIONS
**** I'm All Right (Curran, BM) (144)—**** You'll Want Me Back (Curran, BM) (139), ABC-PARAMOUNT 18467

ISLEY BROTHERS
**** What's Gonna Do (Three Birds, BM) (117)—**** Surf and Shout (3birds, BM) (119), UNITED ARTISTS 630

CATHY CARROLL

**** Deep in a Young Boy's Heart (December-October, BM) (142)—**** Every Last Thing Falls (December-Original, BM) (151), CHEER 1064

STORYTELLERS

**** Don't Want an Angel (First Award, BM) (142)—**** Down in the Valley (First Award, BM) (112), CAPITOL 5942

GENE THOMAS

**** Baby's Gone (Acrid-Rose, BM) (134)—**** Stand By Love (Amstrop, BM) (136), UNITED ARTISTS 648

COZY COLE

**** Rockin' Drummer (Northern, ASCAP) (140)—**** Coral, 62379

HANNAH DEAN

**** High Noon (Feist, ASCAP) (137)—**** You, You, You (Mellie, BM) (113), COLUMBIA 42862

LATERN BAKER

**** Oh, Johnny Oh, Johnny (Feist, ASCAP) (137)—**** My Baby Girl (Columbia, BM) (118), ATLANTIC 2392

THE VIBRATIONS

**** Lonesome Little Lonely Girl (Premier, BM) (131)—**** Believer (Halle and Goodrich (January, BM) (148), ATLANTIC 2384

TITUS TURNER

**** Goodbye Rose (Day-Hilland, ASCAP) (140)—**** You Was Can Fly (Day-Hilland, ASCAP) (141), COLUMBIA 42873

THE BROOKFIELDS

**** They Said It Couldn't Be Done (Songs Do De Done) (R.F.D., ASCAP) (140)—**** Look Better in the Summertime (R.F.D., ASCAP) (140), EMBER 1055

THE PETTICATS

**** You Don't Want Billy Play in Your Year (Vine St., ASCAP) (140)—**** Sorry! Sorry! (Tel., ASCAP) (140), CHALLENGE 9111

JOE TEX

**** You Keep Her (Art, BM) (140)—**** Don't Play (Art, BM) (147), CHECKER 1055

THE ASTRONAUTS

**** Rock-Boogie! (J.P., ASCAP) (112)—**** Every One But Me (J.P., ASCAP) (118), RCA VICTOR 8124

LORNE GREENE

**** I'm the Same Old Me (Palms Desert, BM) (142)—**** Love Finds a Way (Jampack, ASCAP) (139), RCA VICTOR 8129

TEDDY AND THE CONTINENTALS

**** Croucher With Me Baby (Three Bags, BM) (145)—**** You (Three Bags, BM) (145), RICHIE 453

HAL AND JEAN

**** Hey You Standing There (T. M., BM) (111)—**** Don't Tell Me Lies (T. M., BM) (139), CAPITOL 3941

JAY WIGGINS

**** Sad Girl (L.P.G., BM) (117)—**** No Not Me (L.P.G., BM) (145), JPC 1062

THE SUEP BUNNIES

**** Surf Bunny Buns (Tosco, BM) (145)—**** Our (Tosco, BM) (136), DOT 16213

CAMBRIDGE STRINGS

**** The Minutels (Rensselaer-Warner, BM) (126)—**** Desperate (Chappell, ASCAP) (139), LONDON 992

THE WELLINGTONS

**** The Ballad of Davy Crockett (Vanderland, BM) (130)—**** A Whole of a Tale (Vanderland, BM) (139), DISNEYLAND 557

THE WRAY FAMILY

**** Down in the Wire (Amstrop, BM) (117)—**** Little Shoe (Flower - Palmis, BM) (134), LAWN 28

TOMMY SANDS

**** Only Cause I'm Lonely (Columbia, ASCAP) (138)—**** Cinderella (Screen Gems-Columbia, BM) (113), ABC-PARAMOUNT 1648

THE REATLES

**** She Loves You (GE, BM) (141)—**** I'm Got Me (Northern, ASCAP) (146), SWAN 4153

THE MANHATTANS

**** What Should I Do (Little Busters, BM) (138)—**** Let's For You (Little Busters, BM) (137), AVANTI 1681

FRANK SINATRA

**** (YOU BROUGHT) A NEW KIND OF LOVE (To Me) (Famouz, ASCAP) (137)—**** Love, Love

Danish Artists Mark Big Days

COPENHAGEN — On Friday (6) two major Danish artists celebrated anniversaries. Osvald Helmuth celebrated his 50th year as an actor and Raquel Ruskenti celebrated her silver anniversary as one of the country's leading recording singers. Miss Ruskenti has sold more than one million records through the years.

Helmuth is currently on top of the chart with a comedy song called "Opar Eller Nedad" (Up or Down) on Philips. Miss Ruskenti is currently represented by a local version of the Japanese hit "Sukiyaki."

Studio Taps Pair

LAS VEGAS — The United Recording Studio here has named Jack Eglish as business manager and Hank McGill as being added to the technical staff.

Just for the Young (Source, ASCAP) (145), REFERENCE 9029

THE PERMANENTS

**** Oh Dear, What Can the Minor Be (Columbia, ASCAP) (140)—**** Let Me Be Baby (Columbia, ASCAP) (131), CHARMAN 4485

THE DARLINGS

**** One Last Love (Westwood, BM) (110)—**** Please Let Me Know (Westwood, BM) (110), MERCURY 7185

COUNTRY

CONNIE HALL

**** Back on My Finger (Pamper-For Star, BM) (142)—**** Second Red (Blue-Rose, BM) (139), DECCA 31542

CARL SMITH

**** Almost Forgot Her Today (Columbia, BM) (140)—**** Triangle (RCA, BM) (142), COLUMBIA 42858

BUDDY CAGLE

**** Sing a Sad Song (Owen, BM) (138)—**** Love Inside My Door (Le Jan, BM) (115), CAPITOL 864

ROSE MADDOX

**** Somebody Told Somebody (Le Jan, BM) (137)—**** Let Me Kiss for Old Times (Columbia, BM) (131), CAPITOL 5038

JOHNNY ELGIN

**** You Won't Hush (Tom Cat, BM) (144)—**** Your Love Is Haunting Me (Tom Cat, BM) (133), KAME HIR 104

QUANTRELL RADER

**** Early to Bed (And Early to Rise) (Twe, BM) (130)—**** Why Can't the Bulls Rise for Me? (Twe, BM) (139), RCA VICTOR 81123

MERLE KILGORE

**** Old Smokey (Starday, BM) (139)—**** Flaming Machine (Starday-Hoodson, BM) (135), STARDAY 644

POLKA

MYRON FLOREN

**** On the Accordion (21st)—**** Baroka (Ranick, ASCAP) (115), CORAL 6873

SPIRITUAL

CHARLES TAYLOR

**** I Will Trust in the Lord (Coward, BM) (117)—**** I'll Fly Away (Coward, BM) (133), VEE JAY 938

BROTHER JOE MAY

**** Jesus Said Go (Excelmore, BM) (137)—**** I'm Marching On (Excelmore, BM) (131), NASHBROOK 786

STAFF SINGERS

**** I'm So Glad (Coward, BM) (148)—**** Swing Low Sweet Chariot (Coward, BM) (138), VEE JAY 930

THE SIMAIRES

**** I'm a Christian (Excelmore, BM) (132)—**** Lord You Are Good to Me (Excelmore, BM) (118), NASHBROOK 784

SONS OF GLORY

**** What the Lord Can Do (Excelmore, BM) (132)—**** Come To Me (Excelmore, BM) (131), NASHBROOK 785

ANGELIC GOSPEL SINGERS

**** I Shall Know Him (Excelmore, BM) (119)—**** I Want to Go to Heaven (Excelmore, BM) NASHBROOK 787

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(S) T 1604



(S) T 1679

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(S) T 1680

ALSO AVAILABLE IN DELUXE SET



(S) T 1751



(S) T 1754

★ **STAR** performance—LP's on chart 9 weeks or less registering greatest proportionate upward progress this week.

Week	Rank	Title, Artist, Label	Chart
1	1	MY SON, THE NUT John Denver, Capitol 31 1001 (S) 10-0000 (S)	6
2	2	TRINI LOPEZ AT P.J.'s Trini Lopez, RCA Victor 4092 (S) 10-0000 (S)	10
3	3	BYE BYE BIRDIE Beverly Sills, RCA Victor 1001 (S) 10-0000 (S)	22
4	4	PETER, PAUL & MARY Peter, Paul & Mary, Warner Bros. 95 1073 (S)	74
5	5	MOVING Beverly Sills, RCA Victor 1001 (S) 10-0000 (S)	36
6	7	WEST SIDE STORY Soundtrack Cast, Columbia 32 3078 (S) 10-0000 (S)	100
7	9	SUNNY SIDE Soundtrack Cast, Columbia 32 3078 (S) 10-0000 (S)	13
8	10	THE JAMES BROWN SHOW King 1001 (S) 10-0000 (S)	6
9	27	INGREDIENTS IN A RECIPE FOR SOUL Ray Charles, ABC-Parlophone 482 448 (S) 10-0000 (S)	4
10	11	LITTLE STEVIE WONDER THE 12 YEAR OLD GENIUS Tamla 500 (S) 10-0000 (S)	11
11	11	HOLLYWOOD—MY WAY Frank Sinatra, Capitol 1 1714 (S) 10-0000 (S)	23
12	13	DAYS OF WINE AND ROSES Andy Williams, Columbia 32 3078 (S) 10-0000 (S)	23
13	13	SHUT DOWN Various Artists, Capitol 1 1714 (S) 10-0000 (S)	21
14	17	THE BARBRA STREISAND ALBUM Barbra Streisand, Capitol 1 1714 (S) 10-0000 (S)	2
15	17	WIPE OUT The Beach Boys, Capitol 1 1714 (S) 10-0000 (S)	21
16	16	JOAN BAEZ IN CONCERT Frederick 1001 (S) 10-0000 (S)	48
17	14	LAURENCE OF ARABARIA Soundtrack Cast, Columbia 32 3078 (S) 10-0000 (S)	30
18	11	RAMBLIN' Bob Dylan, Columbia 32 3078 (S) 10-0000 (S)	11
19	15	SO MUCH IN LOVE Tina Turner, Capitol 1 1714 (S) 10-0000 (S)	8
20	20	HOW THE WEST WAS WON Soundtrack Cast, Columbia 32 3078 (S) 10-0000 (S)	23
21	21	JOAN BAEZ, VOL. II Frederick 1001 (S) 10-0000 (S)	82
22	28	OLIVER Soundtrack Cast, RCA Victor 1001 (S) 10-0000 (S)	47
23	28	BLUE VELVET Beverly Sills, RCA Victor 1001 (S) 10-0000 (S)	21
24	33	MODERN SOUNDS IN COUNTRY & WESTERN MUSIC Ray Charles, ABC-Parlophone 482 448 (S) 10-0000 (S)	75
25	28	OLDIES BUT GOODIES, VOL. 5 Various Artists, Capitol 1 1714 (S) 10-0000 (S)	17
26	24	I LEFT MY HEART IN SAN FRANCISCO Various Artists, Capitol 1 1714 (S) 10-0000 (S)	64
27	22	MOON RIVER & OTHER GREAT MOVIE THEMES Andy Williams, Columbia 32 3078 (S) 10-0000 (S)	23
28	42	JOHNNY Johnny Cash, Capitol 1 1714 (S) 10-0000 (S)	5
29	38	JOAN BAEZ, VOL. II Frederick 1001 (S) 10-0000 (S)	82
30	50	MONDO CAME Soundtrack Cast, Columbia 32 3078 (S) 10-0000 (S)	10
31	43	THIS IS ALL I ASK Soundtrack Cast, Columbia 32 3078 (S) 10-0000 (S)	5
32	39	RING OF FIRE—THE BEST OF JERRY CASH Capitol 1 1714 (S) 10-0000 (S)	5
33	55	SURF CITY & OTHER SWINGIN' CITIES Various Artists, Capitol 1 1714 (S) 10-0000 (S)	7
34	40	THOSE LAZY-HAZY-CRAZY DAYS OF SUMMER Neil King, Capitol 1 1714 (S) 10-0000 (S)	12
35	37	CLEOPATRA Soundtrack Cast, Columbia 32 3078 (S) 10-0000 (S)	14
36	37	SCARLETT O'HARA Soundtrack Cast, Columbia 32 3078 (S) 10-0000 (S)	14
37	47	JOHNNY'S GREATEST HITS Johnny Cash, Capitol 1 1714 (S) 10-0000 (S)	281
38	53	MY SON, THE CELEBRITY John Denver, Capitol 1 1714 (S) 10-0000 (S)	36
39	73	THINK ETHNIC Soundtrack Cast, Columbia 32 3078 (S) 10-0000 (S)	196
40	63	THE SOUND OF MUSIC Soundtrack Cast, Columbia 32 3078 (S) 10-0000 (S)	100
41	49	THE BEST OF THE KINGSTON TRIO Capitol 1 1714 (S) 10-0000 (S)	68
42	64	CAMELOT Soundtrack Cast, Columbia 32 3078 (S) 10-0000 (S)	14
43	32	THEMES FOR YOUNG LOVERS Perry Como, RCA Victor 1001 (S) 10-0000 (S)	14
44	26	THE CONCERT SINATRA Frank Sinatra, Capitol 1 1714 (S) 10-0000 (S)	13
45	34	UNIQUELY MANCINI Beverly Sills, RCA Victor 1001 (S) 10-0000 (S)	21
46	13	I LOVE YOU BECAUSE The Beach Boys, Capitol 1 1714 (S) 10-0000 (S)	15
47	119	ELVIS' GOLDEN RECORDS, VOL. III Elvis Presley, RCA Victor 1001 (S) 10-0000 (S)	25
48	4	I WANNA FEE ARGYV LOVERS Tina Turner, Capitol 1 1714 (S) 10-0000 (S)	8
49	58	FRAZ FANTASIE SINGS LIKE CRAZY ABC-Parlophone 482 448 (S) 10-0000 (S)	5
50	78	THE PREVIEWING BOB DYLAN Bob Dylan, Columbia 32 3078 (S) 10-0000 (S)	3
51	56	JAZZ SAMBA Various Artists, Capitol 1 1714 (S) 10-0000 (S)	54
52	44	IN DREAMS Ray Charles, ABC-Parlophone 482 448 (S) 10-0000 (S)	10
53	54	BROADWAY—MY WAY Frank Sinatra, Capitol 1 1714 (S) 10-0000 (S)	25
54	53	RAMBLIN' ROSE Soundtrack Cast, Columbia 32 3078 (S) 10-0000 (S)	53
55	30	CALL ON ME Soundtrack Cast, Columbia 32 3078 (S) 10-0000 (S)	11
56	103	THE SECOND BARBRA STREISAND ALBUM Barbra Streisand, Capitol 1 1714 (S) 10-0000 (S)	2
57	59	PETER NERO IN PERSON NCA Victor 1001 (S) 10-0000 (S)	3
58	59	WEST SIDE STORY Soundtrack Cast, Columbia 32 3078 (S) 10-0000 (S)	154
59	66	STOP THE WORLD—I WANT TO GET OFF Soundtrack Cast, Columbia 32 3078 (S) 10-0000 (S)	44
60	72	MODERN SOUNDS IN COUNTRY & WESTERN MUSIC, VOL. II Ray Charles, ABC-Parlophone 482 448 (S) 10-0000 (S)	75
61	62	GENE PITNEY SINGS WORLD-WIDE WINNERS Capitol 1 1714 (S) 10-0000 (S)	8
62	75	THE SMOTHERS BROTHERS AT THE PURPLE UNION Mercury 1001 (S) 10-0000 (S)	11
63	74	CHUCK BERRY ON STAGE Chess 1001 (S) 10-0000 (S)	5
64	86	LITTLE TOWN FLIRT Soundtrack Cast, Columbia 32 3078 (S) 10-0000 (S)	14
65	100	GOLDEN HITS OF THE 4 SEASONS Various Artists, Capitol 1 1714 (S) 10-0000 (S)	26
66	87	KINGSTON TRIO #16 Various Artists, Capitol 1 1714 (S) 10-0000 (S)	26
67	48	SINCERELY YOURS Soundtrack Cast, Columbia 32 3078 (S) 10-0000 (S)	38
68	63	LET'S GO Various Artists, Capitol 1 1714 (S) 10-0000 (S)	31
69	65	SURFIN' SAFARI Soundtrack Cast, Columbia 32 3078 (S) 10-0000 (S)	31
70	57	THE 4 SEASONS SING AIN'T THAT SHAME & 11 OTHERS Various Artists, Capitol 1 1714 (S) 10-0000 (S)	11
71	70	THIS TIME BY BASIE HITS OF THE 50's AND 60's Capitol 1 1714 (S) 10-0000 (S)	10
72	79	THE SHOES ME Soundtrack Cast, Columbia 32 3078 (S) 10-0000 (S)	14
73	82	THE PATSY CLINE STORY Various Artists, Capitol 1 1714 (S) 10-0000 (S)	14
74	54	HORO PLATS Zemmy Smith, RCA Victor 1001 (S) 10-0000 (S)	17
75	62	ROY ORBISON'S GREATEST HITS Mercury 1001 (S) 10-0000 (S)	56
76	76	STILL Soundtrack Cast, Columbia 32 3078 (S) 10-0000 (S)	14
77	97	THE NEW CHRISTY MINSTRELS Columbia 32 3078 (S) 10-0000 (S)	43
78	90	PUCCELLI: TOCCA Various Artists, RCA Victor 1001 (S) 10-0000 (S)	7
79	91	MORE (Soul Serenade) Various Artists, RCA Victor 1001 (S) 10-0000 (S)	7
80	109	SONGS I SING ON THE JACKIE GLEASON SHOW Soundtrack Cast, Columbia 32 3078 (S) 10-0000 (S)	33
81	92	BRITTEN: WAR REQUIEM Various Artists, Columbia 32 3078 (S) 10-0000 (S)	35
82	97	SHIRLEY'S GREATEST HITS Capitol 1 1714 (S) 10-0000 (S)	3
83	115	KNOCKERS UP Various Artists, Capitol 1 1714 (S) 10-0000 (S)	150
84	89	HEAVENLY Soundtrack Cast, Columbia 32 3078 (S) 10-0000 (S)	109
85	59	I'LL CRY IF I WANT TO Various Artists, Capitol 1 1714 (S) 10-0000 (S)	10
86	51	TIE ME KANGAROO DOWN, SPORT Various Artists, Capitol 1 1714 (S) 10-0000 (S)	8
87	84	RAY CHARLES' GREATEST HITS ABC-Parlophone 482 448 (S) 10-0000 (S)	46
88	70	MY SON, THE FOLK SINGER Various Artists, Capitol 1 1714 (S) 10-0000 (S)	36
89	73	PAUL ANKA'S 21 GOLDEN HITS Various Artists, Capitol 1 1714 (S) 10-0000 (S)	12
90	93	SONGS FOR A SUMMER Various Artists, Capitol 1 1714 (S) 10-0000 (S)	10
91	101	FLY ME TO THE MOON Various Artists, Capitol 1 1714 (S) 10-0000 (S)	35
92	117	SEVEN STEPS TO HEAVEN Various Artists, Capitol 1 1714 (S) 10-0000 (S)	2
93	121	KIDDIN' AROUND Ray Charles, ABC-Parlophone 482 448 (S) 10-0000 (S)	2
94	102	THE FIRST FAMILY Various Artists, Capitol 1 1714 (S) 10-0000 (S)	41
95	95	TWO SIDES OF THE SMOTHERS BROTHERS Various Artists, Capitol 1 1714 (S) 10-0000 (S)	40
96	111	SOUTH RAMPART STREET PARADE Various Artists, Capitol 1 1714 (S) 10-0000 (S)	3
97	87	TIME OUT Various Artists, Capitol 1 1714 (S) 10-0000 (S)	140
98	76	THE LETTERMEN IN CONCERT Various Artists, Capitol 1 1714 (S) 10-0000 (S)	4
99	122	THE LANGUAGE OF LOVE Various Artists, Capitol 1 1714 (S) 10-0000 (S)	3
100	106	HOOTENANNY WITH THE HIGHWAY Various Artists, Capitol 1 1714 (S) 10-0000 (S)	3
101	113	THE IMPRESSIONS Various Artists, Capitol 1 1714 (S) 10-0000 (S)	4
102	86	STREET BEAT Various Artists, RCA Victor 1001 (S) 10-0000 (S)	14
103	131	NIGHT BEAT Various Artists, RCA Victor 1001 (S) 10-0000 (S)	2
104	71	HAIL THE CONQUERING NERO Various Artists, RCA Victor 1001 (S) 10-0000 (S)	26
105	110	TOVARICH Soundtrack Cast, Columbia 32 3078 (S) 10-0000 (S)	140
106	85	WONDERFUL WORLD OF Various Artists, RCA Victor 1001 (S) 10-0000 (S)	22
107	94	SINATRA—BASIE Frank Sinatra & Count Basie, RCA Victor 1001 (S) 10-0000 (S)	34
108	127	WHERE CAN YOU GO FOR A BROKEN HEART Various Artists, RCA Victor 1001 (S) 10-0000 (S)	2
109	148	BUDDY HOLLY STORY Soundtrack Cast, Columbia 32 3078 (S) 10-0000 (S)	1
110	80	RICHARD CHAMBERLAIN SINGS Various Artists, RCA Victor 1001 (S) 10-0000 (S)	34
111	88	SUKIYAKI & OTHER JAPANESE HITS Various Artists, RCA Victor 1001 (S) 10-0000 (S)	15
112	116	OUR MAN IN HOLLYWOOD Various Artists, RCA Victor 1001 (S) 10-0000 (S)	32
113	69	JOHNNY'S NEWEST HITS Various Artists, RCA Victor 1001 (S) 10-0000 (S)	23
114	107	SURFIN' WITH THE ASTRONAUTS Various Artists, RCA Victor 1001 (S) 10-0000 (S)	8
115	81	SURFING Various Artists, RCA Victor 1001 (S) 10-0000 (S)	21
116	68	IT HAPPENED AT THE WORLD'S FAIR Various Artists, RCA Victor 1001 (S) 10-0000 (S)	23
117	114	THE NEW CHRISTY MINSTRELS TELL TALL TALES Columbia 32 3078 (S) 10-0000 (S)	18
118	99	1963's EARLY HITS Various Artists, RCA Victor 1001 (S) 10-0000 (S)	17
119	125	LATIN RENDEZVOUS Various Artists, RCA Victor 1001 (S) 10-0000 (S)	25
120	108	THE VENTURES PLAY TELESTAR THE LOVELY LULU & OTHERS Various Artists, RCA Victor 1001 (S) 10-0000 (S)	38
121	138	BYE BYE BIRDIE Various Artists, RCA Victor 1001 (S) 10-0000 (S)	50
122	129	THE SONG I LOVE Various Artists, RCA Victor 1001 (S) 10-0000 (S)	1
123	137	L.I.F.O. CROONERS... BASIE Various Artists, RCA Victor 1001 (S) 10-0000 (S)	3
124	137	DR. NO Soundtrack Cast, Columbia 32 3078 (S) 10-0000 (S)	9
125	137	I GOT SOME NEWS TO TELL YOU Various Artists, RCA Victor 1001 (S) 10-0000 (S)	29
126	133	ALL ALONE AM Various Artists, RCA Victor 1001 (S) 10-0000 (S)	19
127	118	BLOWIN' IN THE WIND STARDUST Various Artists, RCA Victor 1001 (S) 10-0000 (S)	19
128	143	IRMA LA DOUCE Soundtrack Cast, Columbia 32 3078 (S) 10-0000 (S)	1
129	124	ANDY WILLIAMS MILLION SELLER SONGS Various Artists, RCA Victor 1001 (S) 10-0000 (S)	37
130	112	1962's GREATEST HITS BY BILLY VAUGHN Various Artists, RCA Victor 1001 (S) 10-0000 (S)	31
131	129	SEPTEMBER SONG Various Artists, RCA Victor 1001 (S) 10-0000 (S)	1
132	142	LIVING IT UP Various Artists, RCA Victor 1001 (S) 10-0000 (S)	12
133	104	MURRAY THE K's 1962 BOSS GOLDEN GASSERS Various Artists, RCA Victor 1001 (S) 10-0000 (S)	10
134	125	GRAVY WALTZ & 11 CURRENT HITS Various Artists, RCA Victor 1001 (S) 10-0000 (S)	22
135	120	MUSIC MAN Soundtrack Cast, Columbia 32 3078 (S) 10-0000 (S)	54
136	136	ROMAN GUITAR Various Artists, RCA Victor 1001 (S) 10-0000 (S)	16
137	135	FOR YOUR SWEET LOVE Various Artists, RCA Victor 1001 (S) 10-0000 (S)	16
138	132	PEGGY LEE MINK JAZZ Capitol 1 1714 (S) 10-0000 (S)	1
139	146	LOU CHRISTIE Various Artists, RCA Victor 1001 (S) 10-0000 (S)	2
140	147	SUKIYAKI & 11 HAWAIIAN HITS Various Artists, RCA Victor 1001 (S) 10-0000 (S)	15
141	126	THE GREAT ESCAPE Various Artists, RCA Victor 1001 (S) 10-0000 (S)	1
142	140	HONEY IN THE MORN. Various Artists, RCA Victor 1001 (S) 10-0000 (S)	1
143	130	LOVE THEM TONIGHT FROM CLOUT Various Artists, RCA Victor 1001 (S) 10-0000 (S)	1
144	140	GLORIA, MARTY & STRINGS Various Artists, RCA Victor 1001 (S) 10-0000 (S)	1
145	128	THE ORIGINAL HOOTENANNY Various Artists, RCA Victor 1001 (S) 10-0000 (S)	4

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International NEWS REPORTS

New Japanese Label a Major

TOKYO—A new major distributor named Nippon Crown Company has been formed. Firm was formed with 400 million yen (which is equivalent to \$1,110,000) invested by top-ranking companies such as Mitsubishi Electric Company, Bridgestone Tire Company, Idemitsu Oil Company and several others.

Personnel structure consists

BELGIUM

Telstar Orbiting Two New Albums

By JAN TORRES

Stuivenbergvaart 37, Mechelen

Johnny Hoos is off to a very good start with his first LP label on which he released an LP called "Meisjes en soldaten" (Girls and Soldiers). This LP records this moment the best seller of all LPs. The second Telstar LP, called "Accordeon Souvenirs," is doing the same thing.

After five weeks, Adamo's first LP will be released, immediately followed by a second one. The first one will be filled with his biggest hits, while the second one will be composed of "chansons." Delizia, Adamo's 11-year-old sister, is also going to make her first record of songs by brother Salvatore. . . . Robert Copol is also preparing a LP. For the first time he will bring a French version of an American record called "Detroit City." . . . "Lawdy, Lawdy," a former recording by the Connors, has been recorded in France by two different artists: Colette Derel and Bob Azraam. Title is now "Lashout, Lashout." . . . One of the best new releases of this week is Trini Lopez' "If I Had a Hammer" on Reprise. The record has been running very well from the first day it was released.

"Bo Diddley" by the late Buddy Holly, one of the songs from his album "Reminiscing" is played so often by Radio Luxembourg (English program) that Siemens Belgium, distributors of the Coral label, simply had to release this song as a single. . . . Newcomers on the Belgian market: "Dance, Dance, Dance" by Joey Dee on Roulette, "Wipe Out" by the Surfaris and "The Chained Groove" by You Thru" by Dion on CBS.

Adamo has a good chance with "Net-ec pas merveilleux." In only a couple of weeks, thousands of records were sold. Richard Anthony released his fourth record in four weeks! This time it is "Les beaux jours" as always on the Columbia label.

An unfortunate error in the Belgium column of July 20 marked the name of one of EMI's leading executives. On a business trip to the country at the time with Ken East was Frank Chalmers.

of S. Ito, ex-managing director in charge of record business department of Nippon Columbia, as well as the managers of a.d.r., publicity, advertising and sales departments who all have resigned from Nippon Columbia. Three recording producers have already joined this label from Nippon Columbia and several star singers are expected to join the label as well. A batch of 10 singles are expected to debut December 1. The firm is negotiating to represent overseas labels as promptly as possible. Records will be custom pressed into a new pressing plant is constructed.

BRITAIN

Issue Delyse LP On London in U.S.

By CHRIS HUTCHINS

New Musical

One of the most important deals ever clinched for Delyse Records has just been signed by its managing director, Isabella Wallich. The company "A Nation Sings" album is to be issued in the U.S. on London as a result of her negotiations with Warner Bros.

The LP, recorded at the Royal Albert Hall in May, features 5,400 voices of the massed Welsh choir and is already a hot seller in many countries. Mrs. Wallich has also inked a deal with the vice-president of Wanmakers (of Philadelphia) for Delyse's album "The London Record" to be featured during the store's British Productivity Week in November and as a result the platter is to get U.S. release on Pickwick next month.

Pat Boone—who has already spent more in Britain this year than in America—returns on October 7 to make another movie for 20th Century-Fox—"The Horror of It All"—a satire on horror films.

Selects, the distribution firm which is a subsidiary of Decca, is not after all issuing the Anthony Newley-Peter Sellers album "Fool Britannia" which is out here on Emmer. Selects instead is pushing the album, a fast seller, out through nine smaller distributors which he uses in addition to Selects.

For the third time this year a British tour by Duane Eddy has been canceled. The guitar star was to have started a three-week tour for promoter Arthur Howes on October 4, but Howes has been unable to arrange an exchange group for Eddy's Rebels and so the deal has fallen through. Instead Del Shannon has been inked by Howes for the same dates. . . . Britain's hot-

TEEN-AGE SHOW SET IN BELGIUM

BRUSSELS — Radiodiffusion-Television Belge will add a number of new shows to its roster of musical programs on the Belgian network, through the efforts of its leading music-minded exec, Benoit Quersin, who will begin airing a daily show catering to the teen-age public. It starts October 5. On the same day a weekly jazz program begins. There will also be new records of the day show running on a daily basis beginning in October. Quersin has been handling a new show on Radio Luxembourg since August 3 at 11 a.m. every day.

test disk property of the moment, the Beatles—EMI sold 500,000 copies of their latest single "I Love You" within eight days of its release — will headline a Christmas show at one of London's biggest theatres, the Royal Park Astoria. . . . It is being promoted by their manager Brian Epstein and will also feature as one of his artists Bill J. Kramer (whose first two disks have both hit the No. 1 spot). Kramer will curate the American visit to be back in time to take part in the show.

In brief, latest plans for British posters also include: John Leyton to Hamburg for an appearance on the TV program "Studio B" on October 3 to promote his German-language recordings; Helma to Hamburg on October 10 for a major TV date and then to Stockholm for TV and radio; Frank Ifield booked for two weeks in cabaret at Sydney's Chevron Hilton Hotel for October 21 prior to his TV appearances in New Zealand; Mantovani and his orchestra to make their West Indies concert debut on October 21; Helen Shapiro for a Far East tour commencing February 1.

Visitors

Harvey Schein of American Columbia was in for units at Philips on his way back to the U.S. from the Continent. . . . Captain's newly appointed European director Richard Reiser came in for discussions about future release plans at EMI. . . . Sol Shapiro of the William Morris office arrived for unspecified talks at Fosters following the recent death of prominent director Hyman Zabl. . . . Visiting America were promoter Don Arden and Philips A.R. man Johnny Franz. . . . Freddy Cannon was due last week for a promotional visit of about 10 days which will include appearances on BBC-TV's "A Swingin' Time" and ABC-TV's "Roy Your Lucky Stars." . . . Roy Orbison and Bob Luman flew in for the start of their tour with Freddie and the Dreamers, and Tommy Roe with his Billy J. Kramer.

Tim Pan Alley Music pub-

FLYING OBJECTS ARE IDENTIFIED

ROME — Are flying disks really the revenge of the juke box? Signor Pasquale Cuciani, 31, is pondering the idea as he looks at the stickers on his forehead to be removed. Like so many of his Roman compatriots he was enjoying the cool summer air at the outdoor cafe while he listened to the music of a juke box when he was suddenly hit by a whirling object which fell at his feet and broke into a thousand pieces. It was a 45-r.p.m. disk which had come from a window to interrupt his reverie.



SIGNING: Philippine songbird Pilita Corrales is signed up by Manuel P. Villar of Villar Records (left), in the presence of musical director Palatin Silos (seated) and Billboard correspondent Louis Ma. Trinidad.

Pit Italian Regions In Pop Music Test

By SAMUEL STEINMAN

Out of the ashes of "Canzonissima," the year-end song competition sponsored by RAI-TV in conjunction with a national lottery, has come the new "Gran Premio," which will pit 16 Italian regions against each other in a 15-week song competition.

Professional singers will stand as sponsors for amateurs now being selected in auditions in

lishes the latest Paul and Paula title, "Something Old, Something New." Essex has two highly potential in "If I Had a Hammer" and the new Tony Bennett issue, "This Is All I Ask." . . . Business is closely watching a new Beatles composition, "The Love of the Loved" which has been recorded by their manager's first girl singer, Cilla Black for Parlophone release next week. It is published by Northern Songs.

CANADA

Exhibit Touts Local Talent

By WRAY RUTLEDGE

Canadian talent has had the widest possible acceptance in the 10 days of the Canadian National Exhibition, with the use of exclusively Canadian performers by CKEV radio at their remote broadcast station. Each night a new and different group of performers worked and their audiences have been running to an estimated 1,200 to 2,000 people each evening. Of the many groups appearing Little Caesar and the Comets, newly backed by Canadian Columbia, have drawn the largest audience. Among the other stars appearing were Ritchie and the Midnighters, the Lincolns, the Emeralds, the Ruby Coles and the Disciples, and Tommy Sheld and the Stereolings. Four of these have been pegged for recording contracts.

To continue for a moment on Canadian talent, Stan Klees of Tarmac Records announced the two topnotch performers, Jay King and Shirley Matthews have been signed by Bob Crew's Genuis, Inc. Crew, who has been making frequent visits to Canada of late, was most impressed by the performers, and sessions were set for September 3, 4, 5

in New York. Five top names from the Canadian Records show roster appeared at the Maple Leaf Gardens. Appearing were Carl and Pearl Butler, Carl Smith, Litzzy Frazier, Stone-walk Jackson, and Billy Walker.

After a two months' vacancy RCA Victor has filled its national promotion and publicity job with Jack Ellis. Billboard welcomes Jack to the happy throng. . . . "Mickey's Monkey" on the Tamla label has been picked up by CKEV at Universal City. Dave Mickle, a natural tie in, CKEV is giving away six giant-sized, stuffed monkeys to new listeners. Good records and sales resulted from the Marvett's appearance in Chatham, Ontario.

Dealers and rackers and one stop operators in Toronto, Canada, were treated to a slick and sophisticated presentation of new product from MCM-Verve and its allied lines manufactured and distributed by Quality Records Limited. Visiting Quality for the presentation of product were Gene Moretti, International chief for MGM, National producer manager, Gene Handwerker, and Gene Schoenberg, and Claus Fetsmann of DGG in Germany.

Quality's Stan Dowling says (Continued on page 57)

Cameo-Parkway Meteoric Climb Only the Beginning, Says Lowe

PHILADELPHIA—Two telephone men were completing installation of several direct long-distance telephone lines in the office of Cameo-Parkway's general manager, Harry Chipetz, last week.

One of the men, who was training the other, opened a panel behind Chipetz's desk revealing a jungle of multi-colored wires.

"It wasn't long ago when I came up here to install two phones," the one phone man said, turning to his companion, "and now look at it—there's just no more room on this panel for any more telephones," he said.

Although a myriad of telephones is not necessarily a legitimate sign of success, it certainly is for Cameo-Parkway. The telephones symbolically represent the astronomical expansion of the company during the past six and one half years.

The label's beginning in 1956 as Bernard Lowe Enterprises was hopeful and modest. By 1958 the gross sales totaled nearly \$630,000. Cameo-Parkway's 1962 Annual Report revealed a gross sales figure of \$8,900,000. Billboard's Year-End Review stated:

"Cameo-Parkway wound up its greatest year in 1962. The company has a total of 17 singles represented by five artists in the top 50 of Billboard's Hot 100 chart, best showing in its history."

Although the telephone lines run into many an important office at the label, the most im-



MOST EFFORT at Cameo-Parkway is team effort. Art Director Ollie Waisulmer (in shirt sleeves) discusses album cover entry with Herman Kaplan (seated left), Bernie Lowe and Alice Cohen (standing) the label's computer.

—Photo by Paul Josef

portant Call Director installation is in the office of Cameo-Parkway's chief decision maker, Bernie Lowe.

"The success of this company is our ability to anticipate what the teen-agers want and get there early with it," said Lowe. "I feel, in regard to our future expansion, that there are two major areas to consider: what is available to Cameo-Parkway and what is not available to

Cameo-Parkway," Lowe said.

"Obviously the classics and movie scores are not available to us and we have no intention of pursuing and unrealistic course in those directions," Lowe said. "However, the areas of budget merchandise and sensible diversification are open to us and we will continue to experiment and explore these and other areas," he said.

The label has been closely as-

sociated with the major dance crazes which have swept the nation during the past six or more years. Many people so closely associate the Twist, Hully-Gully, etc., with the company that it is thought of as the originator of most of the dances.

"We were not first with any of these dances, nor did we invent them," said Lowe. "Our ability to sense when the right

(Continued on page 50)



THE COMBINED GENIUS of Kai Mame (left) and a.r. director Dave Apple is applied to writing a forthcoming hit tune for recording as Cameo-Parkway. Mame and Lowe, a writing team long before the company got started, have been responsible for penning most of the label's big sellers.

—Photo by Paul Josef



ONE OF THE IMPORTANT factors contributing to the success of Cameo-Parkway is that of all the major executives are also top a.r. men. President Bernie Lowe (seated from left) listens to playback with Dave Edelman, album co-ordinator (right of Lowe); Joe Tarnia, chief engineer (right background); Robert (Red) Richards (seated), and unidentified a.r. man.

—Photo by Paul Josef

C-P Expansion Plan Under Way

PHILADELPHIA — Cameo-Parkway's headquarters here at 1405 Locust Street, a constant beehive of activity, has been bursting at the seams for some time now.

The phenomenal growth of the company has brought with it the usual headaches of overcrowdedness and cries for more space. Cameo-Parkway's Bernie Lowe, well known for not letting any grass grow under his feet, has embarked on a major physical expansion program.

Work is under way in a building one block south of the company's present location which is being designed to house two recording studios, a.r. and executive offices. The label has a five-year option on the entire building located on the southeast corner of Broad and Spruce streets. They are customizing one entire floor—building everything from scratch and some very elaborate blueprints.

The building presently houses Cameo-Parkway's new master

recording studio measuring 45 feet long by 30 feet wide. The studio and 12 by 30-foot control room feature saw-tooth soundproofing from floor to ceiling, Tuflex rubberized and insulated flooring, vibration-proof air conditioning, tapered V ceiling and recessed playback speakers.

Studio 2, still under construction, will be 18 by 32 feet and will feature a floating floor. Expensive soundproofing is essential for both studios as the new building is located at one

of Philadelphia's noisiest intersections (buses run both on Broad and Spruce streets and the Broad Street Subway runs directly beneath the building).

In a corridor behind the smaller studio is a bank of three nine-foot echo chambers that will be tied into both recording studios.

Cameo-Parkway's president, general manager and a.r. chiefs will have private offices on the same floor.

Pre-Testing Formula Key To C-P Rise

PHILADELPHIA — One of the important factors in the success of so many of Cameo-Parkway releases is the label's "pre-testing" formula.

Always changing and updated, the "formula" is based on tight teamwork and communications between top company execs, a.r. men, promotion men, field men and dealers keyed to keeping up with what's going on around the nation.

Net Earnings Stay Okay

PHILADELPHIA — The Cameo-Parkway financial picture as reported July 29, 1963, looks like this:

Net sales, 1963: \$2,588,062; 1962, \$3,896,341. Net earnings, 1962: \$442,640 as against \$530,431 in 1962. Earnings per share, down 18 cents to 70 cents from 88 cents last year.

While sales dropped 33 per cent for the period, earnings declined only 20 per cent, reflecting increased operating efficiency. In addition, the company is continuing to broaden its earning base by developing new artists. For the first six months of this year, the label had 13 records by nine different artists in the Top 100. Of these 13 hit records, nine were in the top 30 recorded by six different artists.

Building Covers 22,000 Sq. Ft.

PHILADELPHIA — Of the 100 Cameo-Parkway employees, more than half are assigned to the company's pressing plant located in the Philadelphia suburban community of Southampton.

The Silver Plastics operation, headed by Harry Silverstein, former owner of the firm, is set up in a building occupying 22,000 square feet of space and boasting 22 presses. It was purchased in July 1962.

The Silver Plastics pressing plant handles outside pressing orders as well as Cameo-Parkway assignments.

CHUBBY RUNS WITH OLIVER

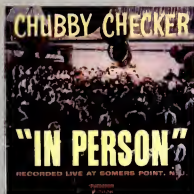
PHILADELPHIA — Among the forthcoming Cameo-Parkway album releases will be the coupling of twister Chubby Checker with Sy Oliver's 15-piece jazz band. The album, which will be arranged by Oliver, will also include heavy use of strings.

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P-7026



P-7035



P-7031



P-7017



C-1034



C-1038



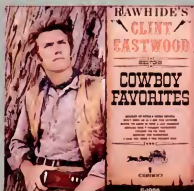
C-1065



C-1042



C-1063



C-1056



P-7033



P-7034



C-1061



C-1047

THE BIG ONES ARE

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12½%
DISCOUNT

BILLING: October 10th
November 10th
December 10th



P-7033



C-1044



P-7030



C-1054



C-1046



C-1044



C-4007



C-1035



C-4011

ON CAMEO/PARKWAY

Mixing Them Up Success Secret In Cameo-Parkway Disk History

PHILADELPHIA—"Diversification is the key to growth for a young record label," says Cameo-Parkway's president, Bernie Lowe.

The label, which is certainly in the hit-pop-rock groove, has embarked on a full-scale program of product diversification ranging from big band to jazz and country-western.

The label has made major strides in the areas of big band instrumentals with LP offerings by the Bernie Lowe orchestra entitled "If the Big Bands Were Here Today (Vols. I & II)" which found favor with many deejays as well as big band lovers. In addition, Bobby Rydell joined the Bernie Lowe orchestra recently for an updated musical big band exploration of "An Era Reborn."

Cameo-Parkway's acquisition

of TV cowboy Clint Eastwood represents the label's major entry into the country-western field. The LP is named "Rawhide's Clint Eastwood Cowboy Favorites."

"We will only release country-western records and LP's if they've got wide appeal," says Harry Chipetz, Cameo-Parkway's general manager. "We only strive for hits," he said.

The sounds of jazz may now be heard around the diskery's new recording studio. Among the recently added a.&r. men are Elliot Mazer (piano and vibes), former a.&r. for Prestige, and jazz pianist Jimmy Wisner, who are teamed with Cameo's LP chief, Dave Edelman, in producing Clark Terry and Maynard Ferguson on albums, among others. Ferguson's newest release on the label is "Come Blow Your Horn."

Diversification has brought

and will bring new artists to the Philadelphia company. Joining Clint Eastwood on the label are TV stars Merv Griffin, Chet Huntley, Greensleeves (Ed Bakery) and John Zacherle—whose "Scary Tales" is set for release soon—and thrash Helen O'Connell.

Cameo-Parkway is going all-out to find and develop pop male and female adult-oriented vocalists and groups in the orbit of Tony Bennett, Johnny Mathis, Connie Francis, etc.

A growing catalog of ethnic material is another phase of diversification with Jewish, Gypsy and polka all-time hits albums.

Last, but certainly not least these days are the folk offerings entitled "American Folk Songs," by Ram MacKinnon; "Folk Song Favorites," by the Three Young Men From Montana, and "Greensleeves," by Greensleeves.



HERMAN KAPLAN, sales and promotion manager, checks out a list of Cameo-Parkway distributors and fieldmen with secretary. —Photo by Paul Josef

Cameo-Parkway Meteoric Climb

• Continued from page 39

time to release our recordings of these dances was the primary factor in their being successful for us . . . timing is the whole thing," observed Lowe.

Last year Cameo-Parkway paid its stockholders 70 cents a share the first six months against 80 cents a share for the same period the previous year. The

dividend, close to last year's, was achieved without the benefit of the Twist.

"There is really little difference in going public and offering shares to the general public," observed Lowe. Of course, with stockholders to think about there is more pressure to try to do better-go faster," Lowe said.



SAM CASALE (seated at desk), as Cameo-Parkway a.&r. co-ordinator, arranges for every recording session. Casale hires and pays the musicians used on each date, sets up studios and assigns a.&r. men. Tom, who started his career with the Glenn Miller band as a band boy, also handles the copyright department. (Photo by Paul Josef)



THERE'S ALWAYS much to discuss when William Berger, Cameo-Parkway's director of production, and Jesse Byrre, foreign department, meet. Bill handles all distributor orders, record production orders, shipping problems and plant inventories. Jesse helps handle the correspondence with foreign distributors, analyzes artists contracts, royalties due, rates of exchange and credit matters. —Photo by Paul Josef



VINCE RYMANOWSKI checks over stock inventories with assistant. Rymanowski handles duties of shipping and purchasing in addition to managing the label's stocking department.



A.A. TEAM GOES OVER editing work with Cameo-Parkway's chief engineer Joe Tarsis on company's newly equipped control room. —Photo by Paul Josef

THE MAN RESPONSIBLE for producing exciting album and single covers for Cameo-Parkway is Ollie Weismiller. As art director, Ollie turns out more than 15 record jackets a month, most of which he does himself. The others are produced under the supervision of the California.

(Photo by Paul Josef)



DAVE EDELMAN (left), Cameo's album co-ordinator, observes a Maynard Ferguson session with the label's own jazz a.&r. men, Elliot Mazer (center). A.&r. director Dave Apple is at controls. —Photo by Paul Josef



International News

Continued from page 38

that out in Winnipeg two of Canada's more imaginative radio men Dave Lyman, and Del Corey of Radio station CKY have come up with a Swedish title that could tongue-tie the most experienced announcers, "Frysksdalsstenen by Rune Ofverman. This instrumental, who could believe this was a vocal, has so excited the record buying public of Winnipeg that Quality's batch has been ordering daily. If Stan can get enough DJs to learn how to pronounce the title, he might have a hit.

An independent production out of Montreal has caught the ear of Carlton Records, and release is now being set for a disk called "Surfin' Sue & Charmin' Willie" by Gordon and Sue. . . . Harold Pounds of Spartan tells of a new local disk out of Hamilton, Ontario, which is getting strong reaction. The performer is Dallas Harnes who wrote both sides, "Chain Gang" is getting the early reports. . . . Confoundances go to CFRA's Les Lye who suffered great personal misfortunes with the loss of his daughter in an auto crash. He and his wife also suffered very serious injuries.

Reaction in Calgary, Edmonton, and Vancouver to "Torquas Two" by the Fireballs on Quality. These artists have been very wrong sellers throughout this market even at times when they were not showing on charts, but this newly recorded single has been to the top of the CKA, CHED and CJOC charts in the cities mentioned. . . . Back in the States, after vacation and programming KEVY's chart is Ed Houston who reports the new Peggy March and Skeeter Davis disks look like his. . . . CFM metro Toronto's all country and western station is going all out on the new Slim Whitman LP called "Yodeling."

HOLLAND

Sopot Prizes Go To Rutten, Porter

By SKIP VOOGD
Job, Camphuystra, 189,
The Hague

Jazz singer Edwin Rutten has won one of two prizes during a song contest in the Polish town of Sopot. The other winner was the American night club singer Lulu Porter.

The Dutch jazz-pianist, Pim Jacobs will write the music for the new John Korporal feature film "De Vergeten Medeminar." Pim Jacobs, who also provided the accompaniment for Bert Haaststra's "Glass" and "Zoo" and for Fons Rademakers' feature film "The Knife" will augment his trio for the film chore. . . . Two RCA favorites, Harry Belafonte and Jim Reeves came also with new records on the market: Belafonte with "This Is Your Land" and Jim Reeves with "Just Walking in the Rain." Same goes for new material on the label by George Hamilton IV and Floyd Cramer. Elvis Presley has moved quickly here. His "Devil in Disguise" single broke into charts at 40 position.

In His Master's Voice's SCIREPOT a new LP recording by singer-guitarist Hans van Deventer. . . . Bovema's Atlantic label released its first items by John Coltrane, Ornette Coleman, the High Keys and April Stevens-Nino Tempo. Bovema's Warner Bros. who has some hot news for many Every Broad-

ers and Peter, Paul & Mary fans in Holland. Negotiations are going on to arrange their personal appearances in this country in September. No dates have been fixed yet.

Top performers inked and ready to bow on the Artone label shortly, include the Leedy Trio (novelty group which will be a headliner on TV during the coming season); The Kilima Havawallans (Holland's oldest and foremost Hawaiian ensemble, currently at the Funkaustelling in Berlin); and Wilfred de Faria (a singer-guitarist from Surinam who toured the Caribbeans and Latin-America for SRO houses during the 1957-1958 season).

Clubby Checker's two performances at the Kurhaus in Scheveningen on August 4 met with much enthusiasm from the fans who drove to The Hague's seashore resort. Artone released "Twist It Up" on Cameo-Parkway. . . . A new ten-piece ensemble from Amsterdam, ZZ and the Mask, made their stage debut. The group has been pacted by Artone.

ISRAEL

'Town' Release Revives Memories

By AZARIA RAPOPORT
73 Akad. Haim St., Tel Aviv
"Once Upon a Town," a new record taped in Israel for fall release under Famous Records, will bring more songs and memories of the old-time Jewish Shetlet, the small townships in Eastern Europe razed to the ground during the Nazi holocaust.

Ben Bonus, the American Jewish actor and singer, follows his previous success (on the same label) with "Songs of My People." He spent two months in the country collecting folks songs and checking authenticity. Bonus intends to return to Israel next summer with his actress-wife, Mina Bern (known to local audiences since the early 40's), to bring American-Jewish musical comedy to Yiddish-speaking audiences here.

ITALY

Top CBS Stars Ready for Tour

By SAMI STEINMAN
Piazza S. Annunzio, 1, Rome
Entering upon its second year of Italian activity, CBS is preparing for its big splurge by presenting its personalities in the flesh to the public. Three names have been proposed to the San Remo Festival's new international aspect—Andy Williams, Steve Lawrence, Eydie Gorme.

Former has just come out with his first recording in Italian, "Can't Get Used to Losing You." Dion is due in Italy during October to take a new TV show while The Brothers Four will return in Milan in January to do another TV special with p.a.'s in the offing.

A reverse tactic is also in the works. Ornella Vanoni, who records for Ricordi which distributes CBS, is going to Broadway with the Italian musical, "Rugantino," and she has already

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Linda Party (Chubby Checker)	P-7020

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P-1630

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cut the hit disks of the show for Columbia distribution in U. S. Another Ricordi artist apt to be heard soon on Columbia is Catherine Spank who is starting in "The Empty Canvas," shooting here in English, for which she will record a new theme song.

Nico Fidenco, whose disks passed the million mark two years ago, has renewed his contract with RCA Italiana for another five-year period. His fame as a composer matches his standing as a singer. . . . Rita Pavone who leaped from nowhere to the top of the Italian pop song world in one year after winning Teddy Reno's "Festival of the Unknown," acted as godmother of the second event at Ariccia, possibly the youngest godmother on record since came just after her 18th birthday.

Domenico Modugno sings eight songs in his newly released film, "Everything is Music," of which he is also the director. In several instances, the screen is filled with Technicolor scenes of beauty while the voice of the "Volare" author is heard. . . . Vis-Radio, which has a large stable of traditional Neapolitan vocalists, has joined with new voices movement with a record five newcomers, Evi Angeli, Flora Gallo, Marianna, Nando Simon and Alberto. Youngest of the lot is Marianna who is 10 years-old.

Giuseppe Verdi's 150th anniversary is being honored by RAI-TV with a competition in all 13 nations of the European Broadcasting Union with finals to be seen on Italian TV. One man and one woman will be chosen in each country and ultimate test will consist of singing two operatic numbers, one by choice and one by free choice. . . . Whether RAI has taken a first step toward entering the record business is not definite but the indications are favorable. Organization has just broadcast three disks entitled "Voices and Images of 1962" with years' leading events on the first two. Third is concerned with last year's Italian presidential election. . . . The "Hully Gully," which seems to be bigger than ever here today, has been issued by GGD in the Chubby Checker rendition. . . . Gino Paoli, recovered from his self-inflicted gunshot wound, and Umberto Bindi were the two vocalists honored this year at Bari with Golden "Take-Blocks." . . . Italiumica is now offering a label known as P.I.G.

Union of Italian Music Publishers (U.N.E.M.I.) now comprises 94 different publishing houses of which 70 are located in Milan. Other 24 have headquarters in Rome, Naples, Florence, Bologna, Trieste, Novara, Bergamo and Faenza. Eugenio Ciametti is president. . . . German singer Brita Martell, who records for Polydor, has renewed her headquarters to Italy, singing in Italian as well as in her native tongue. . . . Giacomo Rondinella is now a new label, Italsud, which is being distributed by Arcobaleno of Naples. . . . CLAN is now putting out a special edition of its disks exclusively for jukebox use with portraits of its five names, Adriano Celentano, owner of the label, Don Backy, Miki Del Prete, Mariano Detto and Gino Santareolo prominently featured on it.

While Rita Pavone continues to hold top place with her Italian version of "Heart," considerable interest is being evoked in the forthcoming Italian tour by Wayne Newton who launched the number for Capitol. Original version is now available here. . . . First European Festival of Popular Music is being organized for Milan by Joe Napoli, known for his Italian event at Comblain La Tour, Bel-

gium. Among those who will appear is Mahalia Jackson.

Both Alma Cogan and Lionel Bart, composer of "Oliver," were among musical guests at this year's Venice Film Festival. . . . Latest American for whom Voco del Padrone has started a campaign is Eddie Heywood who has been released on an LP, "Fast and Slow" (Liberty) as well as on 45's. . . . RCA Italiana has arranged a meeting of the two young ladies who have been topping the song lists in Italy are the U. S. Rita Pavone and Little Peggy March, both on RCA, of course. Their careers in their respective countries have been built on similar lines. . . . Miranda Martino, who has just come forth with a Neapolitan album, will star on a show dedicated to Neapolitan song September 14 on TV. . . . Graz, lots!

JAPAN

Grammophon Ties 2 Knots

By J. FUKUNISHI
108 Kakinokidzaka
Meguroku, Tokyo

Nippon Grammophon finalized deals with two new labels, Microphon (Austria) and a d Prosadisi (France) through Deutsche Grammophon and will release debut disks on Polydor shortly. Nippon Columbia also concluded a contract with Phonogram Music Production of Vienna and is merchandising Phonogram's chamber music recordings.

The sound track of MGM picture, "V.I.P.", directed by Miklos Dozza, is coming out on Nippon Columbia as special release September 20 in tie-in with the opening of the film. The total record production for the first six months 1963 is 24,970,638 records (\$25,433,691 at manufacturing price).

Billy Eckstine arrived September 5 under the sponsorship of Kyodo Kikaku Enterprises and will give two concerts at Kosei Nenkin Hall September 10 and 11. He is also booked to appear at New Latin Quarter from September 9 to 18.

NEW ZEALAND

World Issue For Anzac Tune

By FRED GERRIE
Box 5951, Auckland

Two young Auckland composers, Bill Ivory and Graeme Roelofs have just had word that their tune "The White Rabbit" will receive international release. Viking Records released Peter Poser's recording here in New Zealand and American representative has arranged for the disk's release in Belgium, France, Italy, Spain, United Kingdom and at press time, two U. S. distributors are bidding for the rights.

Apart from tunes such as "Now Is the Hour," this local composition is the first step to get overseas approval and could put New Zealand composers on the map.

Viking has followed up the success of "White Rabbit" with a new LP from Poser, and also hope to score on the international market with Herman Koff's "We're Going Dancing," already creating interest with three overseas companies. American spokesman, Walter Hoffer will

(Continued on page 56)

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International News

• Continued from page 52

handle all negotiations for Viking. . . Biggest local single for HMV in many a day proved to be Jim McNaught & Pauline Bramley's "Swinging on a Star." . . Octagon Records chief John Ewen has tied up with TV's Colin Broadley. They have gone into the retail record business. Two of Octagon's acts that went big with a packed Town Hall audience were c.d.w. star Ken Lemon and the Sheratons. . . Jack Thompson, top pop pianist in the country has recorded a selection of tunes taken from his TV show "Song at Twilight," out on the HMV label.

Anybody who has visited New Zealand will be aware of our national problem: hotels and hotel conditions. HMV artist and comedian Rod Derriit has come up with an EP containing three choice numbers: "Rugby Racing and Beer," "Six O'Clock Swill" and "Kiwi Hotel." . . Elvis Presley's "Devil in Disguise" has already outsold his last hit here which is the first in some time not promoted along with a Presley movie.

NORWAY

**Talent Hunt
Feeds Disk Wave**

The wave of domestic recordings continues. An important factor in this is Norsk Program's a.d.r. man Rolf Weesland, who travels from town to town to discover talent. He visited Trondheim recently and made recordings with four unknown singers and bands in Alesund. The diskery's newest recording artist, Sverre Johnsen, changed his name to John Norman on his latest Philips disc, "Hogloest" c/w "Beautiful Dreamer."

Iversen & Frogg has three new local pressings out and begins fall with recordings by their artists Bort Erik Thoresen, the Bjorklund Sisters, newcomer Arvid Johansen, all on Triola label. The company's star singer Per Asplin, who was entertaining at the world famous Hotel Savoy in London, has been assigned the lead in Danish film "A Day Without Lying" and four of the songs from the film were issued this week (all composed by the artist himself) on the Triola label. The records will be issued by Metronome in Denmark. . . Both Warner Bros. and Reprise are represented in Norway by Egil Monn Iversen, the first by the main company and the latter by the Nor-Dic A/S affiliate.

Iversen & Frogg, which recently signed to represent 20th Century-Fox Records in Norway, ordered a couple of "Cleopatra" albums, but is watching the British reaction to the sales product. The hit market in Norway is very dependent on what happens in Great Britain, states Rolf Syversen of Iversen & Frogg. "It is too inconvenient for us to import records from the U. S., so we'll wait until EMi gets started," he said.

"The publishing firm of Harald Lyche is working hard to re-introduce themselves on the market again after a number of quiet years. They have secured the rights for "Bad to Me," "The Cruel Sea," "Judy's Turn to Cry" and "By the Way" together with local hit "Fiskerlat."



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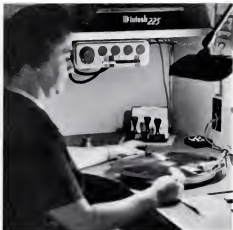
MOLD INSPECTION

(Before metal stamper is made, mold is scrutinized minutely for flaws.)



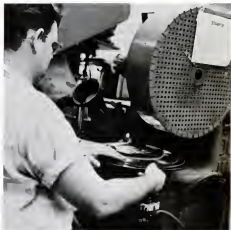
MOLD CORRECTION

(Skilled hands remove tiny flaws, then on for audio inspection.)



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PACKAGING INSPECTION

(Last inspection: as record goes in sleeve. Post audio checks are constantly made also.)



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(We stake our reputation on the quality of every record we produce.)

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Stereo FM Picking Up Steam in South, West and the Big Town

By GIL FAGGEN

NEW YORK—The importance of stereo in FM broadcasting has become increasingly more evident with many important FM stations around the nation either launching or increasing stereocasting.

WSB-FM, Atlanta, increased its live stereo broadcasting two hours from 10 p.m. to midnight this month. Prior to the increased stereo hours, WSB-FM formerly broadcast in stereo from 3 to 10 p.m. Atlanta's only live stereo station began separate programming in stereo in June, 1962. The independent operation of WSB-FM has been highly successful in a short time. Elmo Ellis, general manager, said the station went into the black in May with increasing sponsorship of its "quality" programming and currently enjoys great domination of the metropolitan Atlanta FM audience.

Another outstanding Southern FM station, WBT, Charlotte, recently celebrated its first year on the air by doubling its FM multiplex stereo programming to 40 hours weekly.

Charlotte's only FM stereo station, WBT-FM programs are highly diversified, featuring stereo releases of Broadway shows, symphonies, operas, dramatic and poetic readings (the station has been granted a special permission by London Records to broadcast 20 of Shakespeare's plays as performed by the Marjorie Society and Professional Players).

The 100,000-watt FM'er also mails monthly program schedule to stereo listeners in the Charlotte area.

W. Va. FM

WEPM-FM, the first station to broadcast stereo in Eastern West Virginia, began a regular schedule of stereo broadcasts Monday through Friday 7 to 9 p.m. last month.

G. Leslie Golliday, general manager of the Martinsburg station plans to expand the two-hour daily broadcasts in the future to bring stereo into area homes at other times of the day.

Texas stations are going into stereo in a big way with Houston's KQUE-FM scheduling a total of 88 hours of broadcasts per week.

KEEZ-FM, San Antonio, which features stereo broadcasts

FM DOUBLES IN DECADE

NEW YORK — FM radio is growing—but fast! More than 1,100 FM stations are on the air today, about twice as many as there were 10 years ago—there were 563 in 1953.

The new glamour of FM stereo has been the impetus behind the tremendous growth in the past few years. One-fifth of the 1,100 FM stations on the air today broadcast in stereo, and the total is going up all the time.

daily, is now presenting a full weekend of stereo music, according to Chas. Balthrop, station owner. KEEZ-FM is programming stereo music from noon Saturday till midnight Sunday, in addition to its regular features.

WTOL-FM will air Toledo's first stereo FM broadcast Sunday (15) at 2 p.m. The program, entitled "Sunday Stereo Matinee" will be the first broadcast of its kind in Toledo radio history, according to Ken Shaw, assistant commercial manager.

The station plans initially to broadcast 42 hours a week in stereo, with program scheduled from 6 to noon and 6 to 11 p.m. Monday through Friday, 7 to 10 p.m. on Saturdays, and 2 to 6 p.m. on Sundays.

WTOL-FM, which recently moved into new facilities in the WTOL Building in downtown Toledo, is owned and operated

by the Community Broadcasting Company.

Newcomers
Other newcomers in FM stereo are WDBV, which hit the air in Philadelphia this past May with the city's first 24-hour stereocasting, and WABC-FM, New York.

WABC-FM, which began FM multiplex stereocasting for its entire evening schedule last month, will launch a 13-week series of live stereo orchestral concerts beginning September 27.

"This will be the first live FM stereo series ever presented in New York. The sponsorship of the series by Aftalia Airlines offers FM listeners an opportunity to experience FM stereo with a realism and brilliance never before heard in New York," said Alexander Smallens Jr., station director.

Smallens also announced that WABC-FM has completed an exclusive arrangement with the BBC, London, to present 21 BBC special stereo concerts for this fall and winter.

FM Leaders

Among the top stalwarts in stereocasting are WTFM, Fresh Meadows, N. Y., and KPEN, San Francisco.

WTFM, New York's only full-time FM stereo outlet, not too long ago signed a contract with Show magazine for the "New York Today" and "New York Tonight" programs whereby a full round-up on where to go and what to see by day and night helps keep listeners up to date on shows, art exhibits, eateries and sports.

Last month multiplex stereo

(Continued on page 62)

Radio-TV PROGRAMMING

• READY-TO-GO PROGRAMMING • VOX JOX
• PROGRAMMING NEWSLETTER

VOX JOX



By GIL FAGGEN

ARE YOU TIGER? WMCA (New York) talker (11:05 p.m.-1 a.m.) Barry Gray captured by the camera at the Central Park Zoo trying to get the word straight from the animal's mouth as to the whereabouts of "Tiger." The elusive and yet unseen "Tiger" may be heard on WMCA during her sexy weather intros through the day.

HELP! The following stations vitally need promotion records: WJCD (Seymour, Ind.) featuring "middle of the road" programming from the Hot 100. . . C&W. Station KHIL (Wilkes, Ariz.) also plays pop releases. . . Buddy Dean, at KCJH (Arroyo Grande, Calif.). . . Jim Greaves on WRCO (Richland Center, Wis.) playing pop "heavily. . . WRBS, which broadcasts 24 hours a day to Fayetteville, Spring Lake and one of the largest military installations in the world. Fort Bragg, N. C. P. is Ted Ours. Staffers include: Bill Lee, Bill Sellers, Pete Owen, Gary Bond, and Don Webb. . . WABE (Allentown, Pa.) needs disks too. Contact Jay Sands, p.d. . . Please send those country-gospel-bluegrass releases to Jimmy Avants c/o WTTC (Towanda, Pa.). . . WKME (Michigan State U., East Lansing, Mich.) needs pops. . . c/o Steve Meuche, p.d.

their new Joy release, "Summer Come and Gone."

RECORD BREAKER: Marvin Dean, Warner Bros. East Coast rep, reports that Alan Shremen broke all records during his recent weekend Freedonia (New York) stint.

WFLA (Tampa-St. Petersburg, Fla.) is distributing a handsome "Top Rated Time List." . . Tony Mammarella's Swin Record labels carry the public service slogan aimed at the school kids, "Don't Drop Out." WINS General Manager Mark Hyde will chairmen the IRTS Collegiate Broadcasters Conference Committee.



O.K., now get your big feet off my desk. WNEW (New York) William B. Williams is offered pen by Vice-President and General Manager John B. Sullivan to sign the new Metromedial outlet. The new pact will allow Williams to make "extended" television appearances.

Don Howard, former KCBO (San Diego, Calif.) music director, took over the 2 to 6 p.m. slot on KOGO, the Time-Life NBC affiliate in San Diego. Howard will feature interviews with top artists, new records and current hits.

Jerry Blavat has been given an additional two hours (6 to 10 p.m.) on WHAT (Philadelphia). Blavat was dropped by city-owned WCAM across the river in Camden when it scrapped its rock and roll type music last week. "The Greeter" begins his new stanza Monday (16).

Elmo Ellis, program director, WSB-Radio, moved to station manager. . . Bob Moser promoted from program director to general manager at WJFM (Lancaster, Pa.) Stew Kurtz moves into p.d. slot. . . J.

(Continued on page 62)

RSI Adds Stereo LP's to Service

NEW YORK—Record Source International announced this week that stereo albums will be provided to stations who use the RSI Monthly Selective Album Service available to all radio stations. The monaural service, inaugurated last March has proved so popular that the stereo offering has been made.

RSI was formed three years ago to provide stations with album and single releases as well as standards, classic and semi-classics. More than 2,000 stations have participated in one or more of the various plans offered.

Singles subscription services available are: "The Hot 100"—the best of the new singles—10 records shipped each week (\$2 weeks for \$175 or 18 weeks for \$60); "Easy Listening" (no rock and roll)—six records shipped each Thursday—(\$2 weeks for \$110 or 18 weeks for \$40); and "Country Music"—eight singles shipped each Thursday plus two LP's each month (\$2 weeks for \$175 or 18 weeks for \$60).

Stations who need to supplement their current libraries or are about to launch new program formats will find the RSI catalog contains easy listening,



BILLBOARD'S REVIEW PANEL (sometimes known as the three bad guys) reviews an average of 150 new singles and 50 new LP's each week. From this group they pick the "Spotlight Winners"—the new releases with the strongest potential. Staff men Jack Maher (left), Gil Faggen (standing), and Ren Grevatt are the experts. Faggen is RSI programming director.

golden hits, comedy, classical, original cast Broadway shows, vocalists and folk offerings with new categories being added and the old ones revised periodically.

Albums are available on either subscription or a one-time purchase. Subscription monthly

album services are: popular (10 LP's each month—\$150 a year or four-month fee of \$55); classical (10 LP's each month—\$150 a year or four-month fee of \$55); and jazz (five LP's each—\$75 a year or four-month fee of \$30).

OPPORTUNITY KNOCKS: Kelen Sterling, production manager at CKLG (Vancouver, B.C.) is on the hunt for top air personalities from anywhere on the continent. The network station is located in one of the most active and competitive radio markets in Canada.

ON TOUR: Deane's Steve Clayton will perform his latest "Mike-Dough" Kit" on the Buddy Deane Show (WJZ-TV, Baltimore) Tuesday (10) and the "Mike Doughs" Group W TV show seen in Cleveland, Boston, Pittsburgh, Baltimore and San Francisco Thursday (12). Clayton visited decks in Chicago Wednesday (11). The network's pretty Calicoats received a pick on WHLO (Akron). They are so pretty how could I show them in Evanston, Ill. "The Bitter End" by the Calicoats was a Spotlight in last week's Billboard. . . The Doves recently dropped by to say hello to the WJPS "Yes-Men" Byron Zint, Jack Comer and Dave Wood during a Dick Clark road show in Evanston, Ill. . . The Brandwine Singers appeared Thursday (5) with WJAZ's (Providence) mid-day deejay Lad Carleton to introduce

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Keep Your Eyes and Ears Open
for Opportunities to Tell Your
Friends About This Unique
Album! Send in the Coupon
Right Away!

STATION OWNERS & MANAGERS:

Buy This Album! Program It
Frequently! Alert Your DJ's to
Promote This Album! Send in
the Coupon Right Away!

Available Through Mail Order
and Door-to-Door Campaign by
CORE Representatives

NOTE: If you would like to personally
help CORE in this dramatic fund-raising
drive, write to Marvin Rich, Community
Relations Director, CORE, 38 Park Row,
New York, New York 10038.

CORE

38 Park Row, New York, N. Y. 10038

Enclosed is my check in the amount of _____ for _____ albums.

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CITY _____ STATE _____

STATION _____

In Upstate New York, Vermont & Western Massachusetts, order your . . .

GREAT NEW FALL CAMEO/PARKWAY LP MONEY-MAKERS

from DELTA RECORD DISTRIBUTING, INC.

Great New Fall Product Like This, By Proven Sales-Winning Artists Like These:

- Wilderness (Bobby Rydell) C-1055
Down To Earth (Chubby Checker & Dee Dee Sharp) C-1020
Do the Bird (Dee Dee Sharp) C-1050
For Twisters Only (Chubby Checker) P-7002

Don't Wait—Order the Great New Fall Cameo/Parkway Money-Makers Now!

WIRE . . . PHONE . . . WRITE



C-1050

DELTA RECORD DISTRIBUTING, INC.

1260 Broadway, Albany 4, N. Y.

Tel.: HO 2-6564

In Oregon, Washington, Alaska, N. Idaho and W. Montana, order your . . .

GREAT NEW FALL CAMEO/PARKWAY LP MONEY-MAKERS

from FIDELITY ELECTRIC COMPANY

Great New Fall Product Like This, By Proven Sales-Winning Artists Like These:

- Let's Limbo Some More (Chubby Checker) P-7007
The Wah-Wahful (The Orioles) C-1026
All The Hits, Volume II (Bobby Rydell) C-1040
All The Hits (The All Stars) P-7013

Don't Wait—Order the Great New Fall Cameo/Parkway Money-Makers Now!

WIRE . . . PHONE . . . WRITE



P-7007

FIDELITY ELECTRIC CO.

5301 Shiloh Ave., N.W., Seattle 7, Wash.

Tel.: SU 4-9100

In Maine, New Hampshire, Vermont, Rhode Island and Massachusetts, excluding the Western counties, order your . . .

GREAT NEW FALL CAMEO/PARKWAY LP MONEY-MAKERS

from MUSIC SUPPLIERS, INC.

Great New Fall Product Like This, By Proven Sales-Winning Artists Like These:

- So Much to Love (The Tymes) P-7023
Down To Earth C-1026
(Chubby Checker & Dee Dee Sharp)
Musical Jewels (Innovative Pop Orchestra) C-1029
Kitty Gully (The Dervells) P-7021

Don't Wait—Order the Great New Fall Cameo/Parkway Money-Makers Now!

WIRE . . . PHONE . . . WRITE



P-7023

MUSIC SUPPLIERS, INC.

75 N. Beacon St., Boston 34, Mass.

Tel.: 254-1780

In Northeast Ohio, order your . . .

GREAT NEW FALL CAMEO/PARKWAY LP MONEY-MAKERS

from MAIN LINE DISTRIBUTING CO., INC.

Great New Fall Product Like This, By Proven Sales-Winning Artists Like These:

- Chubby Checker's Beach Party C-7000
Do the Bird (Dee Dee Sharp) C-1041
If the Bird Beats Me (Dee Dee Sharp)
(The Beach News Orchestra)
Monster Mash (Caterpillar) P-7016

Don't Wait—Order the Great New Fall Cameo/Parkway Money-Makers Now!

WIRE . . . PHONE . . . WRITE



P-7020

MAIN LINE DISTRIBUTING CO., INC.

1260 E. 38th St., Cleveland, Ohio

Tel.: EX 1-1800

READY-TO-GO PROGRAMMING

Program directors and disk jockeys will find this material a ready source from which to build weekly programming periods. All that's needed are the disks from the station's record library.

BEST TRACKS FROM THE NEW SPOTLIGHT LP'S

These are the tracks selected for disk jockey programming by Billboard's reviewing panel as the most outstanding from this week's new LP Spotlights.

POPULAR

AHMAD JAMAL—(Amp LP 719) "Joy" (E. H. Morris, ASCAP) (C-45)

BROTHER JACK—(Mercury LP 719) "Rock Candy" (Freddie PB 7214) (C-45)

AND NOW IN PERSON—JONAH JONES—(Capitol LP 1542, ST 1548) "It's All Right With Me" (C-45)

THE INTIMATE MISS CHRISTY—June Christy (Capitol LP 1551, ST 1553) "Fly Me to the Moon" (C-45)

NEW DIRECTIONS IN FOLK MUSIC

—Journeman (Capitol LP 1551, ST 1553) "Somewhere Baby"

LIVING STRINGS AT A SIDEWALK CAFE—(RCA Camden CAL 762, CAS 762) "My Heart Cries for You"

LIVING VOICES SING SMOKE GETS IN YOUR EYES AND OTHER BEAUTIFUL SONGS—RCA Camden CAL 762, CAS 762 "Shake Me I Rattle" (BMG) (C-17)

JAZZ

FREE: BENNY GOLSON QUARTET—(Argo LP 716) "Sack Cha Cha" (Saturn) BAC 7106

H.R. IS A DIRTY GUITAR PLAYER—Howard Roberts Quartet (Capitol LP 1501, ST 1501) "Deep Fry" (C-12)

COUNTRY

ROY CLARK SINGS THE TIP OF FIVE FINGERS—Capitol LP 1572, ST 1572 "We Could" (Acuff-Rose, BMG) (C-15)

MIDDLE-ROAD SINGLES

Not too far out in either direction, the following singles, selected from the current No. 100, are the most popular middle-road records of the week. Rank order here is based on relative standing in the No. 100.

This Week	Last Week	From this week's No. 100	Weeks on No. 100
TITLE, ARTIST, LABEL			
1 BLUE VELVET, Bobby Vinton, Epic 9614	7		
2 WONDERFUL WORLD, The Four Tops, Parkway BB-4	6		
3 PAINTED, TAIKED ROSE, Al Martino, Capitol 5000	9		
4 YOU CAN NEVER STOP ME LOVING YOU, Johnny Tillotson, Cadence 1437	7		
5 FLAMBE LIP JOHNNY, Sam Cooke, RCA Victor 9215	9		
6 BLOWN IN THE WIND, Peter, Paul & Mary, Warner Bros. 5368	13		
11 HEY THERE LONEST BUT, Ruby & Romantics, King 4515	7		
10 WANT ME, Baby Face, Duke, Capitol 4515	12		
9 MORE, Ed Wynn, Verve 1029	12		
8 DAME SONGS, Wayne Newton, Capitol 4515	12		
11 WHY DON'T YOU BELIEVE ME, Duggan, Good 584	5		
12 MAKE THE WORLD GO AWAY, Timi Yogi, Liberty 5587	10		
12 DESSERT PATE, Kingston Trio, Capitol 5005	8		
19 I CAN'T STAT MAD AT YOU, Stanley Duha, RCA Victor	3		
15 STRAIGHTEN UP YOUR HEART, Barbara Lewis, Atlantic 2200	6		
17 MORE, Vic Dana, Dot 101	7		
16 TREAT MY BABY GOOD, Bobby Darin, Capitol 5019	5		
18 DON'T THINK TWICE, IT'S ALL RIGHT, Peter, Paul & Mary, Warner Bros. 5385	2		
19 THAT SUNDAY, THEY SUMMER, Nat King Cole, Capitol 5017	4		
20 TWO TICKETS TO PARADISE, Brook Benton, Mercury 72177	3		

YESTERYEAR'S HITS

Change-of-pace programming from your library's shelves, featuring the disks that were the hottest in the last five years ago and ten years ago this week. Here's how they ranked in Billboard's chart of that time:

POP—5 YEARS AGO

September 22, 1958

1. Yvonne (Billie Holiday) (Decca)
2. Bird Dog, Everly Brothers, Cadence
3. It's All in the Game, T. Edwards, MGM
4. Little Star, Elephant, A&P
5. Buckle Up, B. Day, Class
6. Patricia, P. Prude, RCA Victor
7. Just a Dream, J. Clanton, Ace
8. Tears on My Pillow, Little Anthony & The Imperials, End
9. Poor Little Fool, B. Bette, Imperial
10. My True Love, J. Scott, Carlton

POP—10 YEARS AGO

September 19, 1953

1. Yvonne (Billie Holiday) (Decca)
2. Bird Dog, Everly Brothers, Cadence
3. It's All in the Game, T. Edwards, MGM
4. Little Star, Elephant, A&P
5. Buckle Up, B. Day, Class
6. Patricia, P. Prude, RCA Victor
7. Just a Dream, J. Clanton, Ace
8. Tears on My Pillow, Little Anthony & The Imperials, End
9. Poor Little Fool, B. Bette, Imperial
10. My True Love, J. Scott, Carlton

RHYTHM & BLUES—5 Years Ago—September 22, 1958

1. Little Star, Elephant, A&P
2. Buckle Up, B. Day, Class
3. Bird Dog, Everly Brothers, Cadence
4. It's All in the Game, T. Edwards, MGM
5. Yvonne (Billie Holiday) (Decca)
6. Decca, Decca

1. Just a Dream, J. Clanton, Ace
2. Tears on My Pillow, Little Anthony & The Imperials, End
3. Patricia, P. Prude, RCA Victor
4. My True Love, J. Scott, Carlton
5. My True Love, J. Scott, Carlton

Bill Gavin's Programming Newsletter
Will Return Next Week.

COMING . . . A TRIPLE POWERHOUSE!

3 whopping new additions to Billboard's impressive roster of reference annuals . . .

each one a handsome 8½ x 11 separate edition for year-round desk-top use . . .

each one a dramatic new opportunity to reach specific areas of the industry with peak impact!



1963-64 DIRECTORY & FACT-BOOK OF PHONOGRAPHS & TAPE RECORDERS

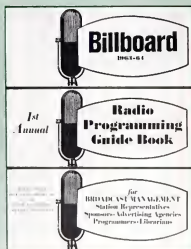
Date of Issue: October 26

Advertising Deadline: October 3

The one complete buying and selling guide to all makes, models and prices of phonograph and tape equipment.

Photo catalog of all current lines available — Preview of new fall models — Detailed information on special features, technical improvements, finishes and other vital selling points — How-to features — Merchandising and display articles — Success stories.

Full distribution to Billboard's entire subscriber list . . . including Billboard's specific audience of record selling dealers who account for some 40% of all phono-tape sales annually.



1st ANNUAL RADIO PROGRAMMING GUIDE BOOK

Issue Distributed: November 1

Advertising Deadline: October 17

A where-to-buy how-to-use showcase of music and record services and talent.

Directory, description and vital contract data on all radio programming aids and services available — Directory of LP library services and costs — Directory of top musical commercial creators and producers — Candid panel discussion by the nation's top programmers — Decajay surveys — Top tune charts — and much more.

World-wide distribution to radio stations, radio/TV network sponsors and their ad agencies, major newspaper, radio and TV columnists, motion picture and TV producers, directors and heads of studios, entertainment editors of newspapers and major consumer magazines, talent buyers and bookers . . . in addition to all of Billboard's subscribing broadcasters, talent buyers, reviewers, professional artists and record manufacturers.



THE WORLD OF COUNTRY MUSIC

Date of Issue: November 2

Advertising Deadline: October 4

The first complete documentation of Country Music and its international aspects.

Biographical directory of country music artists and writers — A comprehensive country music discography — Billboard's annual Country DJ Poll Awards — Country Music radio directory — Special features and articles on the country music pioneer people and firms, the influence of country music in the pop record field, the influence internationally, the performing rights societies and their role in the development of the country field, the Nashville story . . . and a dozen other exciting facets of the booming country music scene.

Distribution to Billboard's entire subscriber roster . . . plus bonus distribution at the annual WSM Decajay Convention and the CMA meet. Special distribution to radio/TV ad agencies . . . PLUS . . . 30,000 consumer copies to be sold via radio spots on the top country stations of the nation!

Don't Miss These 3 Dramatic New Advertising Opportunities . . .

Contact Your Nearest Billboard Office Now!

NEW YORK

CHICAGO

HOLLYWOOD

NASHVILLE

LONDON

NEW RELEASES from CHESS

"Michael"

by

Steve Alaimo

CHECKER #1054

"Two Sides"

b/w

"I Worry About You"

by

Etta James

Argo #5452

"Strange Feeling"

by

Billy Stewart

CHESS #1868

"I'm Your Part Time Love"

by

Mitty Collier

Chess #1871

CHESS
PRODUCING CORP.
2120 S. Michigan Chicago 16, Ill.

Team Spirit at WMCA Starts With Ruth Meyer

By GIL FAGGEN
(Another in a series.)

NEW YORK—The post-war, post-TV radio industry has developed its own stereotypes: had-selling, colorful salesmen; fast-talking, oftentimes temperamental announcers; and even the harried public relations men battling those misnamed "radio-TV" columnists who somehow manage to devote most of their space to the little tube. Major market program directors seem to present still another stereotype: they are, first of all, usually men. Their principal job is thought to be riding herd on a half dozen unstable deejays, all of whom regard themselves as the only "stars" on the station!

Ruth Meyer, WMCA's program director, is hardly the football coach type p.d., or the sort that holds the title but spends most of the working day on an air shift. Nor is she a deejay person type—which no doubt accounts for one of WMCA's most heralded attributes—team spirit. As far as Ruth Meyer is concerned, every airman is a star and she expects each one to perform like one. She is, also, to say the least, very much a "she." She has a thorough knowledge of the fine arts . . . running from grand opera to rare wines (and is currently studying French). She combines a host of other qualities and credits which, by the standards of most stations, make her assignment to program director in the nation's largest and perhaps most fiercely competitive market a natural.

Creative Thinker
Meyer is a creative thinker, a great in-fighter and an able coordinator. Among the many ideas she has introduced to the New York market has been the "Good Guy Sweaters," which have taken the town by storm. No matter how progressive a sta-

tion's top management, it will always be necessary for a good p.d. to put concepts and ideas across that may seem at the time too far out to the top brass. Ruth's reputation as an in-fighter is second to none. As an organizer, the dynamic p.d. has whipped the staff into a tight-knit team that has earned her the respect of the WMCA air talent as well as her counterparts in Gotham broadcasting.

How did a maverick like Meyer ever get to be program director of one of America's top-rated stations? Ruth was the typing speed champ at Kansas City, Kansas Junior College; she wrote a sports column for a Kansas City weekly; she worked at two Kansas City radio stations (like WMCA Vice-President and General Manager Stephen B. Labinski, she cut her modern radio teeth with the Storz stations, generally recognized as the first to build audience with "top 40" and "hits" and relatively short play lists), and she held down the creative director's job at Trainor-Crotenen-Barclay Advertising.

The sound over which Ruth Meyer presides is like the work and thinking behind a hard label or pigeonhole. It's a lot more than so-called "Top 40." The station blends public service with its hit-tune music, campaigning for legislative reapportionment in the State (aided and abetted by hilarious spot announcements by Ruth) and battled for enforcement of New York City's housing codes.

The WMCA schedule, which carries evening, weekend and Sunday programming, is a seven nights weekly, highlights the flexible program policy to which Ruth Meyer (for whom Bach counts as high as Chubby Checker) is perfectly geared.

No-Commercials Air Show Makes Bow in Chicago



ED COOPER



THOMAS H. COULTER

CHICAGO—Something new in radio sponsorship, a program underwritten by a national advertising agency with no commercials, broke in here Monday (9) on WBBM, the big Columbia Broadcasting System owned-and-operated outlet.

The show is "Business Day," a five-minute-per-evening business round-up broadcast from the floor of a local brokerage house. Host is Ed Cooper, a broadcasting veteran of many years.

The unique aspect of the whole thing, however, is that this marks the first time an advertising agency has sponsored a radio program anywhere in the country.

The same agency pioneered television sponsorship last season when it presented "Mid-America Marketing on the March" on a local station.

According to Wade executives, the thinking behind the whole venture is to have business executives think in terms of advertising agencies—specifically in terms of Wade Advertising. They feel radio is an excellent medium to attract the attention they desire.

Also interesting is the view at WBBM. Jack Bivans, who fathered the whole Wade program through, feels this may be just the beginning. He thinks advertising agencies have a story to tell—on radio.

It's certainly too early to think in terms of a mass appraisal of radio by agencies throughout the country, but radio executives here are watching the Wade-WBBM program with a great deal more than casual interest.

If it clicks as expected, agencies could well be hearing a lot of knocks on their doors from the radio fraternity.

The significance of advertising agency sponsorship could also have interesting programming ramifications. The Wade approach to associate itself with a very prestige-type show that is bound to attract businessmen by its format.

But how about other formats? Is there a place for music? And if so, what type music?

The answer could be an interesting one. Particularly as it effects the stations' appraisal of Top 40 or rock-and-roll programming. Advertising agencies have a lot of money to spend, and if stations feel they can come in for a percentage, a programming adjustment would not be out of the realm of possibility.

The "Business Day" show hosted by Ed Cooper will be broadcast directly from the floor of Hornblower and Weeks in Chicago. Besides marketing and merchandising news—not to mention a summary of the day's closing quotations—Cooper plans to feature an impressive roster of business leaders.

First is Thomas Coulter, chief executive officer of the Chicago Association of Commerce and Industry.

Initial run of the show is 26 weeks.

VOX JOX

• Continued from page 58

Peter Boyesen takes over program reins at KAGE (Winona, Minn.). . .

Bill Meyer, former KWK (Cleveland) deejay, joins WDO, that city, in sales capacity. . . Ed Bonner joins WING (Dayton, Ohio) sales staff from WKRC (Cincinnati). . .

Deejay and news announcer Bob Olson departs KIST (San Barbara, Calif.) to assume similar duties at KEYT-TV, that city. . .

Lee Gray appointed program director of WABY (Albany, N. Y.) and production consultant for WNDR (Syracuse). Gray will continue his regular morning show on WABY.

DIAPER CHANGE: It was a girl Saturday (7) for the Larry Gays of WLBG, Laurens, S.C.). . . WBG's Hy Lit and his wife, Miriam (Miss Philadelphia 1956) parents of a girl, and what's Gene Shays also welcomed an heir.

Ron Shaffer reported out as WHK (Cleveland) music director.

Don Elliott Head, air personality and sales manager for WSB-Radio (Atlanta) and TV named TV station manager.

Stereo FM Picking Up Steam in South, West and the Big Town

• Continued from page 58

broadcasting over KPEN celebrated its second anniversary and entered its third year on the air in the San Francisco Bay area.

The past two years have seen the conversion of KPEN's complete schedule to stereo coupled with a rapid public acceptance of stereo to the degree that nearly 50 per cent of FM homes on the Peninsula are stereo-equipped.

James Gabbert and Gary Gielow, co-managers of KPEN and both avid stereo boosters, say: "Stereo has put radio back in the living room for the first time since television."

Owners Cited

Gabbert and Gielow, who earlier this year were cited by the Electronic Industries Association and members of the FCC as the operators of America's leading stereo stations, have put KPEN in the black. Within two months after last season stereocasting, the station's income from new sponsors more than offset the cost of new equipment.

when answering ads . . .

Say You Saw It in
Billboard

according to a station spokesman.

An intensive promotion campaign which began before the station hit the airwaves has been a key factor in KPEN's rapid success. KPEN's management also attributes close co-operation between the station and the major record distributors as another important factor leading to a total stereo day. Consequently the distributors have found a powerful partner in the sales efforts with the significant boost in sales of stereo recordings given by KPEN in the area.

KPEN has moved into the field of live public service stereocasts including the presentation of San Francisco Symphony orchestra and religious services from Grace Cathedral on Nob Hill.

Last month KPEN aired its first stereo drama, "The Lonely Heart," written by Arch Olander and directed by Wayne Jordan, featuring a professional cast in a unique type of radio which fully utilizing multiplex stereo to heighten dramatic effect. Additional stereo dramas are in the works which will utilize the talents of producers and actors from any Bay Area workshop theaters.

A Smash!
Ray Barretto comes up again!
RAY BARRETTO
"ENAMORADO"
Tico 424
ROULETTE RECORDS
1631 B'way, N. Y., N. Y.

HOTEL FORREST
49 ST.
West of B'way
New York City, Circle 4-1332
In the heart of Times Square
the most famous of New York
NEW "SENSATIONAL"
ONE-RATE PLAN!
From \$7.10
per night
TAXES AND COMMISSIONS
\$1.00
IF YOU ARE COMING
TO THE CITY IN YOUR OWN
GARAGE, we will make
arrangements for you.

'All-Things' Unit Show Star

• Continued from page 3

been her husband's tendency to play the set too loud. This must have been revealed to exhibitors well in advance, because many of them used banks of headphones to demonstrate audio equipment, a fact which produced a notable lack of the expected and somewhat traditional Hi-Fi Show chaos of competing sound.

Hair-Do Solved

Yet another device designed to get the ladies more interested in high fidelity was a set of earphones from Freeman Electronics which fit under the chin of the woman with the pyramid type high hair-do. (See photo this page.)

Kits—for various home entertainment devices—seemed more prominent than ever with at least nine manufacturers showing various types. Heath was the leader, with its color TV kit (\$349, plus \$49.95 for cabinet); black and white TV kit introduced earlier this year, and a home electronic organ kit for \$349.95 (takes only 60 hours to build) in addition to its standard line of amplifier, pre-amp and tuner kits. Also showing various audio component kits were Benjamin Electronic Sound, Dynaco, Eico Electronic Instruments, Fisher Radio, Harman-Kardon, Lafayette Electronics and H. H. Scott.

Electro-Vox was showing various speaker enclosure kits, while Rek-O-Kut demonstrated a series of turntable kits.

Traditional Entries

Among those present were Common Records and Audio Fidelity Records, two traditional Hi-Fi Show entrants. Three FM radio stations, all of whom were involved in stereo programming, were also present.

These were WDHA - FM, Dover, N. J.; WFLR-FM, Garden City, N. Y.; and the Concert Network, comprising stations in New York, Boston, Hartford and elsewhere.

The Record Industry Association (RIAA) was also an exhibitor, with executive director Henry Brief manning the booth.

The display showed disk manufacturing processes, with prize drawings for record albums a daily feature. Plans called for the presence of various record artists to sign autographs for fans.

Freeman Electronics of Los Angeles had the houses full with the piled-up hair-do in mind when it introduced this new version of stereo headphones of last week's New York High Fidelity Show.

The head-set was worn in standard, over-the-top style for those with a flat-top hair-do effect, or under the chin for those with a flair for the hooded-up coiffure.

All Things to All Men



MOST COMPLETE and easily the most expensive home entertainment center ever produced was shown last week by Ampex of the New York High Fidelity Music Show. Known as the Signature V, the set contains a Videotape TV recorder, color television, stereo tape recorder-playback and stereo phono. The unit will be retailed at the moment, only through the Neiman-Marcus department store in Dallas. Only one model now exists but others are planned. Use price is \$30,000, with the video tape recorder alone accounting for close to half of this cost.

Efficiency, Service Keys To Rack Suppliers Climb

By O. R. ALLEN

DALLAS—A supplier for 80 discount houses in 15 States and still growing, "that's the boast of 'Rack Suppliers,' based here and managed by Vice-President Gene Ackerman.

Supplying the Gibson Discount group, which has stores primarily in cities with less than 100,000 population, the Dallas record supplier operates on the increasingly popular theory of big volume and low profit. Ackerman's Dallas quarters contain space for 2,100 separate album titles, not including promotion or children's lines. "Among these 2,100," Ackerman explained, "we will have available 90 per cent of the stock ordered by any individual store."

Operating without salesmen, the firm sends out monthly mimeographed sheets to all the stores in the chain, listing the records recommended that month. "However," Ackerman explained, "this sheet is just a guide. We'll secure any records the stores want, whether or not they are on this list."

A favorite promotion involves monthly specials—such as the Kingston Trio, Bobby Darin, Ray Charles and others—in which records are sold at cost because "we feel this strengthens our entire record department."

Gross business this year for the concern will be between \$2,500,000 and \$4 million. Big variation in the estimate is due to the rapid growth of the chain, making it difficult to tell exactly how large it will be at year's end, according to the executive.

Despite the size of the volume, the Dallas firm employs only about 300 men. "We don't have big overhead, and we don't have executives who merely sit around. Everybody works in our shop," Ackerman said.

Though there is a good market for general pop material, major factors in the sales picture are religious and country and western records according to Ackerman. Particularly slow are original cast albums. Serving a 15-State market carries with it a variety of problems. One is the strictly regional popularity of artists in his or her part of the country. "We often receive requests for local artists, who have been recorded locally," Ackerman said. "In such cases we

(Continued on page 65)

Photo-tape

BEST SELLING PHONOS • DISC DEALS • EQUIPMENT NEWSLETTER

Getting Buyer at Home Is Cozy Way to Sell

PENDELTON, Ore.—A "1-2-3-Punch" system based on home demonstration plus a personal follow-up call has proved far and away the ideal method for selling expensive stereo tape recorders, according to Dick Glenn, owner of the Town Shop here.

Glenn, a retailer of cameras, hi-fi and TV, found that most of his regular customers had at least a mild interest in tape recorders. He also found that home demonstration was the best way to develop that interest.

Bundling the customer off with a few albums of pre-recorded tape, several blank tapes, extra mikes and foot switches, Glenn makes a loose arrangement for a Sunday call after the family has had two days to experiment with the recorder. Actually, the appointment

is anything but "loose" since it's the critical sales point. Calling at the appointed time, Glenn usually is offered coffee or a drink. Then he demonstrates the recorder to the whole family, shows how to patch music from radio, television set or phono, attaches the foot switch to show its usefulness in home business dictation and sets up a multiple microphone hookup to show how stereo can be most easily recorded.

Glenn thus makes sure that the minute becomes practically irresistible to the family. His net results—19 out of 20 home demonstrations result, in a sale, even where the tape recorder is up in the \$400 bracket.

The Oregon dealer also asks for the names of friends or

(Continued on page 67)

News Briefs...

Thomas E. Boyle, ex-Chicago (he'll headquarter in Chicago); Jack Marx, former territory stretching from Buffalo to Cleveland.

Darrell H. Boyd has been named marketing manager for consumer products of the Reverse-Wollensack division of Minnesota Mining and Manufacturing (3-M). Boyd had been project manager for the 3-M Reverse tape cartridge system, which is now well off the ground in various markets. Boyd now will supervise unification of all sales programs concerned with consumer-directed photographic products, reel-to-reel tape systems.

(Continued on page 67)

EQUIPMENT NEWSLETTER

Duck-Billed Platypus Revisited

By DAVE LACHENBRUCH

DUCK-BILLED PLATYPUS revisited. In our column last August 31, we expressed our hope that the record dealer who continues to ignore the visual aspects of home entertainment may join the ranks of pretelescopes and other critics who failed to adapt. We're happy this week to turn over this space to a very lively rebuttal by John Cornell, Mr. Cornell writes in the field of audio components and high fidelity and is a contributing editor of a major trade magazine. As his reply indicates, he, too, is interested in the future of the phono and record dealer. Here are Mr. Cornell's comments:

By JOHN CORNELL

Somehow I feel I've been called a Duck-Billed Platypus.

I refer to Dave Lachenbruch's piece which adroitly analyzed the extinction facing the phono-record dealer if he persists in giving the video business to appliance stores by default.

There was plenty of food for thought in the article. And certainly Mr. Lachenbruch and I are rooting for the same team. But I challenge some

of the particulars — some seriously, some with tongue in cheek.

Let me jump right into the middle of the article:

"It's interesting that no one ever proposed silent TV..."

From my observations, a widely practiced use of radio in sportscasting is when a viewer tunes off the TV sound and listens to a preferred radio account of the game. Not to mention the fan, namely me, who listens to radio while working around the yard — even though the game is available on TV the same.

I listen to ALL my news on radio—and don't feel I'm missing anything by not seeing some actor mouth the lines.

To sort of reverse the plot and also take in the crack about "pictureless talkies" being an absurdity:

I have news for you.

I LISTEN TO TV, often as not, for the comfort of a divan which affords no view of my TV screen from my prone position.

I find it relatively seldom that I am impelled to sit up to check the video action. I'm sure Mr. Minow (wherever he is) would not be surprised

(Continued on page 66)

GET 'EM ON THE PHONE AND THEN SELL, SELL . . .

(Editor's Note: Good promotional and merchandising ideas, particularly at the retail level, are valuable to the total record industry. Billboard will publish newsworthy instances of this, as the Coghlin-Simmons story below.)

DALLAS—The latest example of the efficacy of telephone solicitation to bring traffic to the phono-record dealer comes from Coghlin-Simmons Music Company here.

Charles Simmons became concerned over the fact that many people to whom his firm had sold expensive players apparently resisted the store to purchase records. The store, which is a suggested list price outlet, tried a new tack to correct this. Simmons ran a sale in the record department which spelled out sizable savings on all labels.

Simmons adds: "Then we went back through our files for almost two years and pulled the names of these people who had bought record players. Everyone in the store during the day would take his share of this file and call these people and cordially invite them to our sale. This personalized type of invitation worked. . . . In all of those names, and there were hundreds of them, only two people showed any sign of resentment. . . . Most who were called thanked us profusely for remembering them, and a very high percentage came in and bought."

Simmons uses radio consistently—and newspapers less frequently—as promotion media. "But," he says, "we never had a promotion in this store which gave us as good a return as did this personalized telephone solicitation program. We intend to try other variations of this idea in the future."

John Woolford To Musictapes

CHICAGO—John Woolford, for the last four years director of sales for Mercury's classical division, has been named classical consultant for Musictapes, Inc., tape firm here headed by Peter Fabri.

In addition to general duties in the classical area, Woolford will head a special educational sales project aimed at placing the entire Musictapes catalog in over 2,000 school libraries. The new Musictapes executive will headquarter in New York.

Fabri said Woolford's addition was part of the firm's overall buildup heralded by a fall merchandising drive featuring an extensive advertising and promotion campaign.

Pilot's 'Poly-Triad' Sound Chambers



Pilot Radiolux has announced the new Tempo stereo console with AM-FM-FM stereo. The unit contains six speakers isolated in the firm's exclusive Poly-Triad sound chambers and 25-watt stereo amplifier. The Contemporary lowboy is available in walnut with hand-rubbed oil finish or in black ash. The unit comes under the terms of Pilot's new warranty program, under which all solid state consoles and portables carry two-year parts guarantees and one-year service warranties. All other consoles are covered by one-year parts and 90-day service warranties.

In Colorado, Wyoming, New Mexico, Western Nebraska and Utah, order your . . .

GREAT NEW FALL CAMEO/PARKWAY LP MONEY-MAKERS

from PAN AMERICAN RECORD SUPPLY CO.

Great New Fall Product Like This, By Proven Sales-Winning Artists Like These:

Nat. Ha. (The Orioles)	C-1054
All The Hits (Bobby Rydell)	C-1019
Twist With Chubby Checker	P-7011
Master Mash (Zachary)	P-7018

Don't Wait—Order the Great New Fall Cameo/Parkway Money-Makers Now!

WIRE . . . PHONE . . . WRITE

PAN AMERICAN RECORD SUPPLY CO.

36 S. Santa Fe, Denver 23, Colorado

Tel.: (303) 722-5731

In New York City, Westchester, Nassau and Suffolk Counties, order your . . .

GREAT NEW FALL CAMEO/PARKWAY LP MONEY-MAKERS

from MALVERNE DISTRIBUTORS, INC.

Great New Fall Product Like This, By Proven Sales-Winning Artists Like These:

Chubby Checker In Person	P-7025
The Best of Washington Homer (Chel Hentley)	C-1044
Do the Bird (Dee Dee Sharp)	C-1050
Mars (Theme from Mame) Cam (Clark Terry)	C-1044

Don't Wait—Order the Great New Fall Cameo/Parkway Money-Makers Now!

WIRE . . . PHONE . . . WRITE

MALVERNE DISTRIBUTORS, INC.

547 W. 52nd St., New York, N. Y.

Tel.: CO 5-1871

In North & South Carolina, order your . . .

GREAT NEW FALL CAMEO/PARKWAY LP MONEY-MAKERS

from ARNOLD DISTRIBUTING CO.

Great New Fall Product Like This, By Proven Sales-Winning Artists Like These:

Biggest Hits (Dee Dee Sharp)	C-1062
Down To Earth (Chubby Checker & Dee Dee Sharp)	C-1059
Do the Bird (Dee Dee Sharp)	C-1050
All The Hits (The All Stars)	P-7013

Don't Wait—Order the Great New Fall Cameo/Parkway Money-Makers Now!

WIRE . . . PHONE . . . WRITE

ARNOLD DISTRIBUTING

2704 Freedom Drive, Charlotte, N. C.

Tel.: 399-9741

NEW DEALER PRODUCTS

FM Tuner



Harmon-Kardon's new F-1000T FM tuner. The all-transistor unit, which uses automatic stereo "logic" switching, will be shown at the New York Hi-Fi Show this week, among other Hi-Fi units.

for used body rides on three-inch clear plastic centers. List price is \$16.95.

Scott Amplifier



H. K. Scott has introduced its Model 2406, FM stereo tuner/amplifier, complete in use housing as shown. The unit contains a 70-watt amplifier. Scott will show this, among other new components, at its display at the Hi-Fi Show in New York this week.

Stereo Cart



La-Ba Products, manufacturer of an expanding line of accessories, has introduced this new stereo phono cart and combination record storage center. Known as Model 2036, the unit holds the basic phono unit plus two or two remote speaker units, twelve in storage area for up to 60 LP's. The plated rub-

ber Electronic Instruments has introduced Model 2036 classic series stereo amplifier shown above. The unit offers 28 watts of continuous power (14 watts per channel). Decorative styling employs an extruded aluminum panel, brushed silver on the upper half and brushed gold on the lower half. In kit form, the price is \$74.95; completely wired unit lists at \$114.95.

Efficiency, Service Key to Success

• Continued from page 64

simply advise the store to obtain the record from the local source.

"Eighty per cent of the needs of all the stores are basically the same. It's the odd 20 per cent which causes the problems," Ackerman said. "But this 20 per cent is important in terms of both goodwill and dollar volume and we do our very best to handle all these special orders," he stated. "We also send out the top 80 singles," he said, "and we stress that all the stores carry the top 40." Ackerman attends all new store openings in the Gibson chain to help the management with their record departments. His help in-

cludes instruction in display, rotating the stock so that the current best-selling albums are most prominent and easy to get at, and in ordering efficiently.

On the subject of promotion, he said, "We advertise with the store on a co-operative basis. That is, we help with the advertising expenses incurred while promoting the record department. This is a 50-50 venture. Out distributors usually do the same for us."

In the 15-State area of the chain there are several stores with over 12,000 in record inventory. Ackerman said he felt good business economics demands a minimum inventory of \$4,000 for each location."



C-1062

The Crest of Good Living
in
CINCINNATI
Ohio



HOTEL

Sinton

Finest in hospitality. Crystal Dining Room. Visit the Lamp Post Corner restaurant. Jet Chef for quick service. 700 rooms. Air-conditioning. TV.

MC 516

Joseph Massaglia, Jr., President
Walter Latscha, Manager

Across the U.S.A. and in HAWAII
MASSAGLIA
HOTELS

- SANTA MONICA, CALIF. Hollywood
- HARTFORD, CONN. Hotel Road
- CINCINNATI, O. Hotel Sinton
- HONOLULU, HI. Hotel Sinton
- CHICAGO, ILL. Hotel Sinton
- BOSTON, MASS. Hotel Sinton
- World Famous Hotel
- Teletype service—Teletel

Walls—Walls!

"You Lost the Sweetest Boy"

Motown 1048

MITSVILLE STRIKES AGAIN!
TAMLA/MOTOWN RECORDS
Detroit, Mich.

**RECORD PROCESSING
AND PRESSING**
in 90 minutes. 6,000 per hour.
Complete Record Service.
Includes Artwork, Promotion—Master.
Send your tape—we do the rest!
SONGCRRAFT 1635 Broadway
New York 10019

when answering ads . . .
Say You Saw It in Billboard

EQUIPMENT NEWSLETTER

Duck-Billed Platypus Revisited

• Continued from page 64

to hear that I sometimes smugly describe the inevitable action to my daughter—without taking a peek.

Lachenbruch says, too, that poor old -aurl radio is primarily used for such things as background music for shaving or beach parties.

I don't know how it is in your city, but Dodgers fans are so enamored of game narrators Vin Scully and Jerry Doggett that a good percentage of them take their transistor radios to the ball park. They want the radio lads' versions of rib-tickling or technical points, knowing Vin and Jerry are right on top of the action and have the place wired for instant info.

To take it from the top and get into more hard-core business aspects of the discussion, we can't challenge Lachenbruch's deference to the Billboard survey showing slightly less than 50 per cent of phono-record dealers to be in the television set business.

To those in the quality sound business this seems a fairly high percentage. This considerable segment of the record and tape consuming market is well aware of the problem, however. Far from sticking their heads in the sand, the dealers wrestle with the situation constantly.

In one of California's largest and most reputable music stores recently, I was told, "We're getting out of television—that rat race!"

This store sells everything from piccolos to pipe organs, the BIG kind. It is a musician's headquarters. It features records and it offers the standard "good" consoles. It's strictly solvent and handles only a few "components." But it figures TV as a bad deal.

ANOTHER AUDIO SPECIALTY STORE, at about the same time, suddenly turned its back on sound systems so customized they were in the architect's plans. "COLOR TV" was the new sign which appeared in the window.

But there was still another change. With a new partner now sparking things, the store has decided it did wrong in featuring TV. Henceforth the partners will not give TV a top billing—nor will they service TV sets. But they will put TV sets in the custom sound-systems which still are enough of their sales to keep a cabinet shop constantly busy. This should please Mr. Lachenbruch.

Another problem that gets constant attention and crystal-ball gazing is records vs. tape.

Some audio specialists, it is true, have abandoned records to the discount house and/or "the friendly neighborhood appliance store." Others offer no tape at all.

But they have quit the record business, it wasn't necessarily because they didn't study their particular situations. They hoped they had something solved.

I know one major dealer offering the biggest array of pre-recorded tape in Southern California. He uses tape for all demo purposes. But another dealer, equally favorable to tape, still pushed records. "Tape is still far too expensive compared with excellent records," he reports his customers tell him.

A dozen dealers will give you a dozen answers.

The article under discussion mentioned tape primarily in connection with a video tape recorder—promised for about \$160 next year by a British company. I agree this could challenge the consumer sound business—and probably was the biggest point in the article.

(Joe Tushinsky, president of booming Sony-Superscope, recently declared, "Today anyone who doesn't handle tape just isn't in the sound business." He was referring to some other duck-billed dealers who are letting camera and type-writer shops get a foothold in this field, Mr. L.)

WHAT GIVES ME PAUSE, however, is the ghost of that "facsimile newspaper" that the public was assured 20 years ago was just around the corner. One was virtually promised in every home. Newspapers were to be as extinct as the dodo bird by now.

(It reminds me of the helicopters everyone was to be flying long before now. Then somebody discovered even an expert plane pilot frequently can't qualify in a whirlybird.)

Just another couple of challenged paragraphs: "Even with music, sight enhances sound. If this weren't true, people would not bother to go to concerts."

Come, now!

By this reasoning, nobody would attend televised musical events. It also ignores the fact that the elite go to concerts to be seen, too. And even the nuttiest audiophile admits the best stereo can't achieve utter reality.

Finally: "We've never seen a combination TV-refrigerator. . ."

Here I have to agree, but I think Mr. Lachenbruch and I should get together and make a billion bucks on this cool combo.

Those appliance people are missing the boat!

NOTE: At the risk of being accused of trying to have the last word, let me say that I agree with many of Mr. Cornell's points. TV very definitely is a price-cutting rat-race—the way some appliance dealers handle it—but it doesn't be. I agree that there always will be aural records, aural tapes and aural radio. But video records are coming—no question about it. And, incidentally, so are facsimile newspapers, but not until the late a video photograph in every home first. But not TV-refrigerators. TV-washing machines, maybe.—DL.

NEW YORK FLYMOUTH

in Radio City
Moderate rates, private bath in every room, television, radio, dining room, coffee bar, lounge, swimming pool, distance of all transportation facilities within 1000.

TAKE A TOUR!

Includes room rent and lightening—nightclubs, theaters, United Nations, Convention Center, etc. Your Local Travel Agent or write:

Registration Manager
THEATREMAN PLAN
For Exciting Listings
at the

HOTEL Plymouth

West 49th STREET bet.
BWAY and RADIO CITY

RAY AGEE YOU HIT ME WHERE IT HURTS

Shirley #111

Distributed by

ATLANTIC RECORDS
1201 B'way, New York, N. Y.

A Solid Smash JOE HINTON'S "BETTER TO GIVE THAN RECEIVE"

BACKBEAT 539

DUKE-PEACOCK RECORDS

2809 BRADSHAW, HOUSTON 26, TEX.

This advertisement is neither an offer to sell nor a solicitation of an offer to buy any of these Securities.
The Offering is made only by the Prospectus.

Not a New Issue

September 12, 1963

330,000 Shares

Handleman Company

Common Stock

(\$1 Par Value)

Price \$12 per Share

Copies of the Prospectus may be obtained in any State from only such of the undersigned and other dealers as may lawfully offer these securities in such State.

E. F. HUTTON & COMPANY INC. BAKER, SIMONDS & CO., INC.
PAINE, WEBBER, JACKSON & CURTIS BACHE & CO.
FRANCIS I. duPONT & CO. W. C. LANGLEY & CO.
SHEARSON, HAMMILL & CO. WALSTON & CO., INC.

GLEN'S NEWEST "SAME OLD PLACES"

Capitol #5037



Re-Fixture Now For Christmas Sales L & L ENTERPRISES

P. O. BOX 58, UNIVERSITY STATION
SEATTLE, WASHINGTON



THE NORTHWEST'S
ONLY EXCLUSIVE
MANUFACTURER
OF PHONOGRAPH
RECORD FIXTURES



DON'T
FORGET
PFC.
RITCHIE

ADAMS

Now playing W. Germany for Uncle Sam

when answering ads . . .
SAY YOU SAW IT IN BILLBOARD

Getting Buyer At Home Cozy Way to Sell

Continued from page 64

neighbors who may have some interest in a tape recorder and jots them down in a pocket notebook. Then he snips his next recorder ad from the paper and sends it to the referred prospect with a letter explaining that he has sold a recorder to one of his neighbors, and asks if the customer would like a similar demonstration. Fishing with the letter gets quite a few prospects, as does a follow-up telephone call if there is no response to the original mailing. Glenn picked up no less than 40 additional tape recorder sales so far this year from asking for such referral tips.

Incidentally, Glenn created a lot of humor and publicity when a small boy brought in a deodorized pet skunk recently and offered it in trade on an item. Realizing the public relations value of this idea, Glenn displayed the skunk in the window with a price tag on its neck as a trade-in and a sign in the back explaining how the skunk happened to arrive at the store.

Going further, he offered the pet animal as a prize in a letter-writing contest under the title of "Why I Would Like to Own That Skunk!" Literally thousands of letters poured in, the skunk was paraded up and down the sidewalk in front of the store wearing a small jacket with the store name, and local newspapers had ball describing the event.

BEST SELLING PHONOGRAPHS, RADIOS & TAPE RECORDERS

These are the nation's best sellers by manufacturers based on results of a month-long study using personal interviews with a representative national cross-section of record-selling outlets (only) that also sell phonographs, radios and/or tape recorders. A different price group is published in the space each week. Each category appears approximately every 14 weeks. The percentage figure shown for each brand is its share of the total number of weighted points derived from all dealer responses. Points tabulations are based on the rank order of manufacturers' sales at each dealer, and weighted by size of outlet. Only manufacturers earning 3 per cent or more of the total dealer points are listed below.

PHONOS LISTING OVER \$500

This Issue	POSITION	4/22/63 Issue	3/26/63 Issue	BRAND	% OF TOTAL POINTS
1	1	1	1	Magnavox	54.8
2	2	3	3	Fisher	12.7
3	—	—	—	Zenith	9.5
4	3	—	—	Curtis-Mathes	6.8
5	4	4	4	RCA Victor	6.3
6	—	—	—	Packard-Bell	4.5
				Others	5.4

Since this chart is based on the previous month's sales, it is conceivable that certain brands will appear at one time and not at another because of many influencing factors. Thus it does not indicate that the above ranking applies for any period other than the previous month. Those brands that appeared in previous issues for this category and do not happen to merit a listing above are shown below with their rank order in the issue indicated in parentheses.

6/22/63 Issue: Pilot (5); Electrohome (5).

3/30/63 Issue: Pilot (2); Clairtone (5).

News Briefs...

Continued from page 64

terns and the Revere cartridge tape system.

Also at 3-M last week came the announcement of the retirement of 59-year-old W. W. Wetzel from his post as vice-president and general manager of 3-M. Dr. Wetzel will be suc-

ceeded by M. C. Hegdal, 52, a longtime co-worker. The two pioneered the development of magnetic tape. Wetzel's actual retirement will come in 1964, but he will remain after that as a consultant.

Reeves Soundcraft has named

Eyes & Ears All in One

HONG KONG—The "spectacle radio," a new Hong Kong product, has found many encouraging markets in the United Kingdom and France. The spectacle radio, designed by Shyam S. Singha, are eyeglasses incorporating a one-band radio with three transistors and a choice of three local stations. It weighs 2½ ounces.

The left temple of the frame carries three transistors and a miniature 1.4 volt battery not bigger than a button, but with a life of some 48 hours, and an on-off knob which also controls the volume. The knob for tuning is situated on the right temple.

A hearing tube, complete with ear plug, is fitted on the left temple and conveys the program to the listener. The designer, who had been working on this idea in England, said that when his firm decided the "spectacle radio" was commercially feasible, he was sent to Hong Kong to organize its manufacture.

Why was Hong Kong chosen as the site? Because batteries from the United States, transistors and other electronic parts from Japan could easily be obtained here. More than 10,000 of these sets have been exported since the first shipment was made to the United Kingdom in June by a local company.

C. Heary Laird as Midwestern regional manager, according to John S. Kane, vice-president and general manager. Laird, formerly with Beatrice Coleman, Inc., succeeds Arthur H. Heffman, who resigned.

STARTING TO BREAK BIG

"LOVE
KITTEN"

by NOREEN CORCORAN

Nov. 1953

RECORDS

1449 S. Michigan Ave.
Chicago 5, Ill.

from American International's
Spectacular Surfing Film!

ANNETTE'S
BEACH
PARTY

RV-3315

It's on Vista of course

Their Biggest Hit

THE EMOTIONS

also

A STORY UNTOLD

Box 430

Exclusively on

20th Century-Fox Records

when answering ads . . .

Say You Saw It in
Billboard

SPOTLIGHT ON JAZZ COMING OCTOBER 12

Billboard—the only business publication covering
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ALBUM REVIEWS

Continued from page 10

JAZZ SPECIAL MERIT

THE ELLINGTON ERA
1927-1940 (3-12") VOL. I
Duke Ellington & His Ork
Columbia CL 77

Here's a fine set of the collector. The three-LP package is packed with some of the great Ellington recordings. The set is filled with definitive versions of historic Ellington recordings like "Black and Tan Fantasy," "Mood Indigo," "The Mooch," "Blue Gardenia," and many more. The package is also dotted with the great music recorded with Duke through the years.

CLASSICAL SPECIAL MERIT

ITALY'S IMMORTAL TITO SCHIPA
Capitol T 10337

One of the most beloved tenors of the century, Schipa is heard here in a program of top Italian songs in performance recorded in the 20's and 30's—many of them considered by the U. S. & Europe. His lyrical approach and light voice are nostalgically appealing. The recording sound is excellent.

COUNTRY SPECIAL MERIT

ROY ACUP SINGS AMERICAN FOLK SONGS
Highway LPM 115

Ray Acup's fans around the world will enjoy him as much as ever here as he sings a wide assortment of old and freshly folk-based material from his normal collection. Roy and the Smoky Mountain Boys have re-created such treasures from the past as "Latter Days in Black," "Don't Lie in the Mirror," "Red River Valley," "Huntington Jail" and others equally tied to the distant past. A list of nostalgia here with happy endings of the genuine old-time sound.

SPOKEN WORD SPECIAL MERIT

TALES OF THE FRIGHTENED
VOLUMES 1 AND 2
Boris Karloff

Mercury MG 20615 (M); SE 60815 (S)
Mercury MG 20616 (M); SE 60816 (S)
Mystery writer Michael Avallone has authored a series of short horror tales to appear as pocketbooks from Belmont books. A number of these have been packaged into a moving series for readers with narration in the hair-raising style of Boris Karloff. The scripting bears strongly black-cloak teacher, as this master horror storyteller reads his tales on each disc, with suitable sound effects and musical accompaniment. A professional job all the way and horror story fans will find plenty of excitement.

★★★★

FOUR-STAR ALBUMS

The four-star rating is awarded new albums with outstanding commercial potential in their respective categories to merit being stocked by best dealers, end-stops and rock jockeys handling that category.

POPULAR

PIANO WITCHCRAFT OF CY COLEMAN
Capitol T 1065 (M); ST 1065 (S)

SURFIN' BOOTANANNY AND ELEV. TEN OTHER SURFIN' BOOTANANNY SONGS

Tom & Ray, Mercury MG 26842 (M); SE 46842 (S)

EVERYTHING UNDER THE SUN
Three Stars, RCA Victor LPM 2715 (M); LP 2715 (S)

OLAVY! O.E.I.
Beth Olav, Everest S218 (M); S218 (S)

JAZZ

A TOUCH OF PEPPER
John Young Trio, Argo LP 713

MY MOTHER'S EYES
Sonny Shim, Pacific Jazz PJ 71

CATCH ME
Joe Pass, Pacific Jazz PJ 73

FOR SWINGERS ONLY
Loves Alexander, Argo LP 720

CLASSICAL

SWEET PIPES
Bernard Krakak, Columbia ML 5875 (M); ML 5875 (S)

SACH CHORALE PRELUDES
Edmond Constant, Angel S 36119 (S)

ELGAR: ENIGMA VARIATIONS

COCKADE OVERTURE
Philadelphia Orchestra (Barbieri)
Angel S 36130 (S)

PAGANINI: QUARTET IN A1
HAYDN: QUARTET IN D
Barenboim String Quartet, Naxos
BU 1318

COUNTRY

16 GREAT COUNTRY SONGS BY
GREAT COUNTRY ARTISTS
Various Artists, Banff 3903

COMEDY

YOU WON'T BELIEVE YOUR EARS
Burt Reynolds, Philips PM 206-183 (M); PM 606-183 (S)

INTERNATIONAL

THIS IS JEAN JOSE
Columbia EX 5187

TANZANIA

CARLO BUTTI BESTI
Capitol T 10337

A SPANIA IN A VERY SPANISH
MOOD
Luis Clavo Llatino, Columbia EX 5183

RHYTHM & BLUES

T-GONE WALKER
Capitol T 1068

SACRED

TV REVIEW OF FAVORITE GOSPEL
SONS
Palmetto State Quartet, Skyline SLP 6667

GOSPEL MOODS THAT THRILL
Wally Varian, Skyline SLP 6666

SPOKEN WORD

A LITTLE TREASURY OF 20TH CENTURY AMERICAN POETRY, VOLUME II
Various Artists, Colpix PS 1061

A LITTLE TREASURY OF 20TH CENTURY AMERICAN POETRY, VOLUME I
Various Artists, Colpix PS 1060

A LITTLE TREASURY OF 20TH CENTURY BRITISH POETRY, VOLUME I
Various Artists, Colpix PS 1062

SHAKESPEARE: THE RAPE OF LUCRECE (1517)
Marlowe Dramatic Society and Productions, London A 4251 (M); OSA 1251 (S)

SPIRITUAL

THE GLORY AND MARCH & OTHER GOSPEL FAVORITES
Masters Family, Starday SLP 246

THE PATTERSON SINGERS
Vee Jay LP 552

AS YOU SOW, SO SHALL YOU REAP
Charles Taylor, Vee Jay LP 5533

THREE-STAR ALBUMS

The three-star rating indicates moderate sales potential with each record's music category.

POPULAR

TWELVE SHADES OF BLUEGRASS
Johnny Johnson & His Lonesome Fiddlers, Parlophone P 701 (M); LP 701 (S)

GOUGH
Gough, Elektra NEL 345

THE SPECIAL WORLD OF GIORGIO
Ave A 17 (M); AS 17 (S)

THE SPECIAL WORLD OF GIORGIO
Ave A 17 (M); AS 17 (S)

BROADWAY HALL OF FAME
Ora Chen, Columbia CL 77

LONESOME REBORN GLUES
Curtis James, Decca DL 506

RAT RIVERA SINGS LIGHT & EASY
Rat Rivera, Vee Jay LP 5533

CLASSICAL

YOUNG TALENT SHOWCASES BOYS
& GIRLS OF AMERICA
Various Artists, Spoken Arts SA 215

SPIRITUAL

I'LL BEHAVE THE LORD
Argo LP 713

LATIN AMERICAN

THE SOUL OF THE TAMBO
Soul of the Tambo, SLP 10006 (M); LP 10006 (S)

COUNTRY & WESTERN

16 GREAT COUNTRY INSTRUMENTALS
Various Artists, Banff 3905

INTERNATIONAL

SICILIA, NOSTRA
Various Artists, Capitol T 10544 (M)



A NEW LINE OF COUNTER GAMES at \$69 each were introduced last week by J. Frantz at the giant Music Operators of America show in Chicago. Balls are shot up and drop over a series of horizontal pegs. Object is to catch the ball with a moving receiver or aim it into a stationary target. Themes include baseball, basketball, football and a Pat-of-Gold novelty idea.

Firms to Fight Boost

• Continued from page 1

from the record companies this week took off like a lead balloon.

Henry Brief, executive director of the Record Industry Association of America, called the proposal "unsound, unreasonable and unworkable."

An RIAA statement claimed that the increased mechanical royalty proposal "is based on the misconception that record companies manufacture records especially for use on juke boxes."

It added that "since juke box operators buy only those records that will have been played most frequently, most hit records have been on the market for weeks before they are in a juke box."

"This does not even take into consideration the hundreds of records released by this industry that never find their way into juke boxes at all," it said. "Consequently, there is no possible means for the industry to foretell which records will be purchased by juke box operators and which will not."

The RIAA statement continued that "such a proposal would be unnecessary to the record manufacturing industry a guarantor, insurer and collecting agency of royalties for the use of copyrights and records played on coin operated machines."

RIAA also pointed out that the highest percentage of their records from one-stop, the manufacturing companies.

New York Yields on Coinpool in Taverns

NEW YORK — The New York State ruling which has held that a coin-operated six-pocket pool table may not be operated in taverns is no longer valid. That's the essence of a ruling recently handed down by Bernard O'Connell, New York City Commissioner of Licenses. Straight pool tables require a special license, one of the provisions of which is that the devices may not be placed on premises which serve alcoholic beverages. In effect, this shut off coin operators from their prime locations—the taverns.

The test ruling came as a result of a request from U. S. Billboards, Inc., Amityville, N. Y., manufacturer.

Cites Differences

Al Simon, U. S. Billboards' head, pointed out that though his product is played in the same manner as regular pool, the dimensions of the table are smaller than that of a regulation pool table and that there is now a way of returning the balls as put in the pocket as a result of a scratch.

He pointed out that the inser-

ufacturers don't know which records are ultimately purchased by non-commercial consumers and which are purchased by operators.

Although MOA did not propose that it pay a special per-record fee for material used in juke box play, RIAA opposes this as a possible solution. It pointed out that the House Judiciary Committee several years ago had rejected such a proposal as fundamentally and economically unsound, principally because it would require duplicate facilities for the manufacture of the same records and would seriously burden the wholesale and retail distribution of records because of the onerous requirement of maintaining two inventories for the same record.

The RIAA statement is significant not in that it discloses any change of attitude (record manufacturers have always opposed such hikes), but that it represents the first time that the record industry has come out openly against the MOA position.

In the past, MOA has uttered strong murmurings for increased mechanicals as a last resort against the record industry's performance fee exemption, but the record industry hasn't taken them seriously.

As long as passage of the exemption removal did not appear imminent, the proposal for increased mechanicals were merely academic.

tion of a coin gives the player 15 predetermined balls, all smaller than regulation size. He added that an experienced pool player would find the game to a great extent by playing on such a table, which is intended only as an amusement device.

Commissioner O'Connell ruled that the table made by U. S. Billboards does not require a billiard parlor license and that it is subject only to the same Common Show requirements demanded of any other amusement device.

Impact of Ruling

The ruling indicates that six-pocket tables, heretofore banned outright without billiard parlor licenses, will be approved if they differ substantially from the regular non-coin tables.

The U. S. Billboards line is being shown at the current Music Operators of America convention. The Common Show series comes in four sizes and the Rotation Bumper Pool comes in two sizes. The latter has a ball in the pocket the player to engage in a rotation contest.

But this is no longer the case. Repeal of the Copyright Act of 1909 insures that it applies to juke box operators is a strong probability.

If this increased mechanicals were put into effect, the juke box operator would still have the threat of exemption removal hanging over his head. ASCAP isn't likely to give up on the performance royalty fight. In the long run, the juke box operator might end up paying both increased mechanicals and performance royalty fees—providing he still has enough money left to stay in business.

But the outlook for the operator is bleak with regard to his efforts to stop the Celler Bill. He can expect no support from the record companies, and his Congressional friends aren't numerous enough to kill the bill.

Probably the best he can hope for is that he can strike a deal with the licensing society with the fee schedule kept at a reasonable level, and if he takes this attitude, he'll find himself back to MOA as his bargaining agent.

CHALLENGE K.C. PINBALL TAX

KANSAS CITY, Kan.—An October 2 hearing is set here on a new challenging constitutionality of the city's new pinball machine ordinance which became effective July 1. Some 80 persons, with coin-operated machines in their businesses contest the ordinance is invalid. The measure provides for revocation of the city amusement device license if a \$250 federal gaming tax stamp is purchased for the same machine.

Cinebox Reports Orders on Rise

CHICAGO — Whatever hit Cinebox, the Italian-made cinema juke box, made at the recent Music Operators of America convention—and it was substantial—small in comparison to the splash the machine appears about to make around the country.

Cinebox executive E. R. Ratajack announced the firm did just under \$1,000,000 "in actual, confirmed orders," nothing short of phenomenal for the short time the machine has been out.

When the machine, listing at around \$5,000, Ratajack came up with a solid 200 of the orders during the three day show. The veteran coin machine executive said he also signed up some 12 distributors at the conclave. Names are to be announced later.

Coin Machine OPERATING

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COIN GROUP VOWS: IT WON'T HAPPEN AGAIN

CHICAGO—With a recently passed \$10 State juke box tax still in their craw, a handful of Illinois operators met here last week to form what will be the State's first active operator association.

"We don't know if we can do anything about this new law, but we sure can see that something like this doesn't sneak up on us again," a spokesman for the group said.

The State's first juke box tax was signed into law recently before operators knew it was even being considered. It was part of a general coin machine bill which placed a uniform levy on all equipment.

Operators throughout the area were considerably rankled—particularly since they felt they had no chance to plead their case in the State capital.

40 Coin Machine Vets Get Together in Chi

CHICAGO—Some 40 veterans of the coin machine industry met their first annual meeting at the Morrison Hotel here during the Music Operators of America convention.

The group, without a name, charter, papers of incorporation, officers or treasury, was organized by Willie Blatt, Miami Beach.

Unwritten by-laws provide that the group meets once a year, discuss old times, and does not transact business during the session.

Only money collected for the first meeting was \$5 from each person present, an amount sufficient to cover the cost of the breakfast.

Blatt thought of the meeting about 24 hours before it was held. Invitations were passed by word of mouth. Members agreed that requirements for membership be flexible, the only proviso being that the person be

Only active juke box association in the State is Recorded Music Service Association — a Chicago group.

The new State group is being organized by Les Montooth, Peoria, and Lou Casola, Rockford. Casola is also president of Music Operators of America, and Montooth is a director.

First Meeting
The pair is sending letters to operators in the State and are inviting interested operators to contact them personally.

Montooth and Casola are also inviting interested operators to contact them personally.

Attending an initial meeting in Chicago besides Montooth and Casola, were Buddy Hashman, Springfield, M. Schaffer, St. Louis, and Mrs. Johnson, Moline.

a member of some years' standing in the industry.

Oldest coinman on a point of service at the breakfast was Clint Pierce, MOA director from Broadview, Wis. Pierce entered the business in 1911 as an operator of coin pianos.

Other old-timers at the session included Fred Zemke, Mitty Green, Harry Snodgrass, Aaron Sternfield, Dick Steinberg, Bill Cannon, Fletcher Blacklock, Albert Wherry, Sam Bushnell, Sam Dichter, Lou Casola, Carl Pavesi, Frank Fabiano, Joe Orleck, Joe Mangone, Joe Ash, Jim Tolisano and Sam Taran.

Also, Jim Hutzler, Johnny Biliotta, Bob Slifer, Pete Gertz, and a host of others. Hurvitz, Al Denver, Teddy Blatt, Leon Taksen, Dave Stern, Al Daddis, C. C. Bishop, Lou Wolcher, Barney Sugarmen, Kenny Glenn, Ed Ratajack, Dave Bond, Irwin Margold and Jack Mitnick.

maiden serving cool bubbly water to the patrons.

Whatever heat wasn't generated by the milling customers and scarier ladies, could have been cooled by the routine routines playing on the machine.

It looked like Danceland U.S.A. with a more mature approach.

When first introduced, Cinebox was offering a diet consisting entirely of foreign travelogue-type material. Recently however, the firm has made connections with U. S. record companies, and a number of U. S. pop artists are slated to produce new releases for the machine (Billboard, September 14).

If all goes as scheduled, Cinebox could become quite a factor in the coin machine business before year's end.

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EUROPEAN NEWS BRIEFS

10-Year Tie

HAMBURG—Nova Apparate GmbH is observing a decade of its link-up with Rock-Ola. The firm imports the Rock-Ola mechanism and assembles the phonograph in Hamburg, largely from European components. This procedure, introduced when currency restrictions prevent the wide-open importation of juke boxes, proved phenomenally successful. It was the major factor in putting Rock-Ola at the top in Continental sales. The Nova-Rock-Ola tie-up is based to large extent on the friendship of David C. Rockola and Al W. Adickes, the Nova chief.

Introduces Top Tuner

HAMBURG—Erich Schneider is introducing the new Wurlitzer 2700, with the topus automatic selector. Wurlitzer 2700 promotion is geared to the theme that while compact has their place, up-and-coming operators demand prestige boxes with "greater play appeal." The 2700 plays 45 or 33 disks in hi-fi or stereo.

Wall Pinball In

BOCHUM, W. Germany—Comes now the compact pinball. Elektronik & Apparatebau Aisch & Meichers KG is introducing what it calls a "world novelty"—Euromat, a wall pinball. The firm says Euromat is designed to meet the demand for more European-designed games.

Euromat was designed on the basis of a poll of operators in all of the European Common Market countries as to what they desired most in a coin game.

It is regarded as a pioneering piece of equipment in this respect—the forerunner of equipment tailored to European tastes. Euromat carries a one-

year guarantee and is completely automatic. It is compact enough to fit the smallest location.

Fringes O. K. in Saar

SAAR—German coin machine manufacturers are complaining to employees, who now have some of the best working conditions in Germany.

A prime example is the firm of Dr. W. Hansberg, Neunkirchen, in the Saar, manufacturer of the SAAR scorer game. To get and keep skilled labor in labor-short Germany, the Hansberg firm concentrates its production in a tree-shaded rural setting, and encourages its employees to operate small farms in their free time.

The Hansberg plant is equipped with a large swimming pool, which is open to workers every day. A Hansberg worker reported, "Money no longer is everything with a job. Almost every job pays enough these days. Now it's the extras that count."

Austria Studies Payout

VIENNA—The Austrian trade is studying a proposal for British-style payout machine operation.

This would involve stiling payouts in what technically would qualify as private clubs, with entrance restricted to members. It would also permit operators to check and control clientele and, presumably, would meet police objections to certain aspects of past payout operation in Austria.

Payouts were summarily banned 18 months ago. Police objected that minors were patronizing the machines. The private club type of operation also would enable operators, at least in theory, to give prizes for pinball and bingo machines.

May Try Coin Bocce

CADENABRIA, Italy—Chancellor Konrad Adenauer's passion for bocce, the Italian bowling game, is prompting several Italian manufacturers to experiment with production of a bocce coin game. Bocce is an old Italian game akin to English lawn bowling. However, it had lapsed almost into the limbo of forgotten regional pastimes until the German leader discovered bocce on his first holiday in Italy six years ago. Adenauer at once became enamored of the game and plays it continually, even at home in Germany. Adenauer's fascination with the game has boomed bocce to new popularity, and Italian game producers are trying to capture some of this popularity for a coin game.

Entertain Visitors

COPENHAGEN—Skandinavisk Grammophon Aktieselskab, Danish subsidiary of E.M.I., is playing host to a stream of visitors representing phonograph manufacturers on both sides of the Atlantic. The visitors have come to inspect Skandinavisk Grammophon's phonograph set-up. In Denmark, the E.M.I. subsidiary is pioneering the so-called "integrated musical entertainment," which means that the company handles music all the way from the note in the recording artist's throat to the phonograph customer's coins.

In theory, its operation of juke boxes should antagonize Denmark's phonograph operators and stir a hornet's nest in the trade generally. In practice, however, the operation is being conducted smoothly and appar-

ently to the satisfaction of all concerned.

Skandinavisk Grammophon employs its own operators, each with his specific area of responsibility. The E.M.I. subsidiary operates several hundred phonographs, by number a third of all phonographs sited in Denmark.

Recordings under all labels are provided, and no effort is made to monopolize the market for E.M.I. pressing.

Seek Oldest Juke Box

GENEVA—The Swiss Coin Machine Operators' Association has launched a contest to locate the oldest juke box in Europe.

Leading Swiss candidate in the vintage box derby is a phonograph on exhibit at the railway station of Gland. This machine was built by the Swiss inventors Mermoud Freres between 1885 and 1890.

Fastest, easiest loading
I've ever seen—that's the new
Rock-Ola Caravelle with "tilt-out"
cigarette vendor columns!



says: Irv Blumenfeld
General Vending Sales Corp.
Baltimore 1, Maryland

I'm speechless! Never
have I seen such dramatic styling as
on the Rock-Ola Rhapsody II and the
new Caravelle Cigarette Vendor!



says: Ray Bigner
Bigner Music, Inc.
Cincinnati 14, Ohio

Still as great as ever!
The famous Rock-Ola revolving
record magazine can't
be topped!



says: Eli Ross
El Ross Distributors, Inc.
Miami, Florida

Great new "Partners for
Profits in '64—the all-new Rock-Ola
Caravelle cigarette vendor and the
Rock-Ola II phonograph!



says: H. Robinson
Robinson Distributing Co.
Atlanta, Georgia

Bravo Rock-Ola!
The new Rhapsody II phonograph
and the new Caravelle Cigarette
Vendor will revolutionize the industry!



says: Walter Waldman
S. L. Stiebel Co.
Louisville, Kentucky

**electric
scoreboard**

FOR SHUFFLEBOARDS

Natural Finish Hardwood Cabinet

• Two-sided	• 100-150 player or 100-300 points
• Fits any shuffleboard	• Score 10-21 and 1/4
• Score 10-21 and 1/4	• 20 points
• Large metal ART scale	• Aluminum button scoring blocks
• Chrome metal ART scale	• Chrome valve supports
• Chrome metal ART scale	

\$169.50

IMMEDIATE DELIVERY . . .

Terms: 1/3 down, Bal. COD or S.O.

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Dallas Collections Run Even With 1962; Loan Problem

By O. R. ALLEN

DALLAS—Operator and distributors polled in the Dallas area agree for the most part that business in 1963 has remained just about the same as in 1962.

James Otto, Paradise Music, says collections have held up, even though the number of locations is down a little.

Otto could discern no particular trend in programming, stating that his own programming was, to a certain extent, pegged to the requests of customers. He said he has a number of requests for rhythm and blues numbers and to a lesser extent for jazz.

"Quite often there are requests for gospel numbers," Otto said. But these requests are not so much by titles as by groups such as the Clouds of Joy, the Five Blind Boys and the Theodore Cleveland Group.

Mrs. J. A. Bighie at Biggie Music and Cigarette Service said that there is a business increase on her routes caused by new residential areas, new construc-

tion and shopping areas. She noted a number of calls from managers of private clubs in new luxury apartment projects requesting boxes for their locations.

She noted the increasing popularity of country and western.

Jim Browning, owner and operator at Big D Music, believed that business is good now and that it is slightly better than last year.

"There are no marked programming trends in the area," he said, adding, however, that, "they are placing more stereo boxes. Personally, my locations are using more country and western because most of my spots are in taverns. I am not using much stereo because the recordings are not available in great quantities in the type music I program."

All interviewed agreed that there are no legislative problems in this area.

Loan Problem

Concerning commissions, loans and bonuses, Browning said, "You almost have to make loans

to get a good location. I have loans on practically every location."

Browning said, "I occasionally suffer a loss. Generally, I take a mortgage on the business fixtures, etc. This cushions a loss, should the location owner not make it. A loan contract is sort of insurance on your location."

He is optimistic about future business, and sees a better year upcoming.

Arthur Rubin, owner and operator at R&M Music Company, said that business is fair, about the same as 1962. Conditions here for making loans are good, he said. You must make a loan to get a location, he added. However, he went on, the obligation of the loans creates protection for your location.

He believes that business will continue about the same.

Sidney Julius, owner-operator of Music Mark, Inc., does not

think business is better than last year, about the same. "However," he added, "Dallas is not a place where expansion is easy because all of the city is dry except one precinct. That cuts possible locations." He said that about the only way to expand is to buy out another route or to merge.

He believes that loans to acquire locations is something with which we have to live.

(Continued on page 86)

"Colorful! Compact!

Captivating! The new Rock-Ola Capri II is great. Especially with optional Full Dimensional Stereo."

says: Joe Grillo
Flower City Distributors, Inc.
Rochester 5, New York

Fantastic! Never have I seen such advanced engineering as in the Rock-Ola Rhapsody II phonograph and the new Caravelle Cigarette Vendor!

says: Carl Happel
Badger Novelty Co., Inc.
Milwaukee 16, Wisconsin

You'll like the new Rock-Ola Automatic Volume Control. It operates completely without tubes. Ends that service problem for good!

says: Virgil Kirby
Arizona Amusement & Vending Co.
Tucson, Arizona

VIVA EL TORO! OLE' FUN!



- 2 PLAYER REPLAY GAME WITH EXTRA BALL FEATURE
- 2 DROP TARGETS THAT SCORE 10 TIMES REEL VALUE, WHEN, LIT

- Number Match Feature
- Hitting Drop Targets, Scores Reel Value
- Three top Roll-overs raise drop target and Score 50 points each
- Two Additional Targets score 10 points and Light Yellow and Green Jet Bumpers for 10 points and Target for Extra Ball
- Two Flippers
- Two Rebound Kickers
- Plastikote Finish Playfield
- Locked Cash Box
- Slug Rejector
- Available with Twin Chutes

*NEW
SIMPLE
FINGER-TIP
CONTROLLED
PLAYFIELD
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*We take pride in announcing another

Williams EXCLUSIVE

THE NEW latchlock playfield — NOW standard on all Williams flipper games.

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just lift/turn/and raise playfield

Order from your Williams distributor



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 * Today is a Good . . .
 * **5c ROCKET MIX**
 * We've got \$17.18 assorted good
 * value with rocket mixes and
 * assorted beautiful charms that
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 * Rocket Charm Machine.
 * Priced **\$14.50** each, Jamaica
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Amco Distributors of Bulk and Soft Gum
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715 Lincoln Place, BROOKLYN 16, N. Y.
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New V2
 Capsule
 shown actual size.

Prospects Seem Ripe for Continuing VMA Upswing

CHICAGO—Milton T. Raynor, National Vendors Association's legal counsel, called last week's director meeting the "first in many years without a major problem."

In a sense, he was right. Not only NVA, but the entire bulk vending industry has just gone through what is probably the best year in its history. And prospects that the upward trend will continue are excellent.

This doesn't mean, however, that everything is peaches and cream. A lot of "minor" problems do exist and it's obvious neither Raynor nor the rest of the membership are taking them lightly.

Don Mitchell, co-counseled with Raynor, set the meeting's first serious note with a warning against some "prominent dangers" in capsule vending.

P-M PROFIT MAKER

25c or 50c
SANITARY
VENDORS

Complete line of Sanitary
 Machines and cap-
 sules. Flat packs, vending
 machines.

BULK VENDORS
 Ball gum, candy, cereals,
 capsules, Laymen, etc.
 Send for free literature

PEN-MAR
DISTRIBUTING
 Box 1142, Naperville, Ill.

Mitchell described the capsule business as profitable for operators, distributors and manufacturers. But he warned the trade lest an unattractive picture be given the public and a lot of "fast buck" interests and other "undesirable elements" invade the industry.

Mitchell also had two specific warnings on machine contents. (1) If any piece in the capsule machine is a value in excess of the coin deposited, the machine is subject to the \$250 federal gambling tax. (2) Machines carrying merchandise with a great disparity of value—for example, nickel items mixed with 20-cent items, all vending at a single coin—endanger the machine's status as a legitimate vendor of merchandise.

Mitchell noted that once the machine is taken out of the legitimate merchandise vending category, the bulk industry was in trouble and could be subject to considerable adverse legislation.

Mitchell also made an oblique membership pitch, noting that many of the violations of health and other regulations were by people who were not NVA members and thus not aware of proper operating rules.

"However, these people can hurt the industry as much as anyone else," Mitchell said. "It's important that we get them into NVA to protect ourselves."

Milton T. Raynor followed Mitchell with a more direct reference to membership. He discouraged the idea of assessments or donations to make up a financial deficit. "Such a thing

would weaken the moral fiber of the association," he emphasized.

New Blood
 "The only way for the association to stay healthy is to keep getting in new blood," Raynor said.

A resolution aimed at spurring distributors to get more members was also passed. The resolution changed a long-standing NVA policy that its attendance list at conventions be made available to exhibitors.

Under the new ruling, all attendance lists are confidential and exhibitors are further prohibited from soliciting names of guests in any way.

Sponsors of the resolution argued that up to now, distributors were reluctant to bring members (their own operator customers) to the NVA conventions lest the operator be solicited directly by the exhibitors.

Raynor also warned that operators could expect some general legislative problems because of a general tightening as a result of the Kennedy tax reform program.

A lot of loop holes are being plugged, Raynor said. The government will be increasingly concerned about new sources of revenue.

Rofe Lobel announced that the association's next convention had been set for the Deauville Hotel in Miami around mid-April. He noted that entertainment had been planned for all three nights.

NVA's 1965 convention is scheduled for New York, simultaneously with the World's Fair in the same city.

Some 75 persons attended last week's meeting. Besides the general meeting, a number of charm manufacturers had exhibits in their hotel rooms.

Never FBI Man, Rollins Asserts

BOSTON—Richard Rollins, veteran bulk vending executive, this week informed Billboard that reports identifying him as a former employee of the Federal Bureau of Investigation are in error.

Rollins had served in several government posts, among them assistant special agent in charge of New England for the Office of Price Administration, in the Department of Agriculture and as an agent for a congressional committee.

Rollins emphasized that he never did claim to be connected with the FBI. Currently with Leaf Broad, he formerly held executive sales posts with Cramer Gum and Beaver Vending, resigning from the latter post about three months ago.

CAPSULE IS PUTTY IN EPPY'S HANDS

JAMAICA, N. Y.—Eppy Charms, Inc., introduced a "Bouncing Putty" as a 10-cent capsule item this week. The properties of the putty allow a variety of uses. It can be stretched like rubber, rolled into a ball and bounced, shattered like glass and used as a transfer to pick up print from newspapers. The firm is making a two-color decal available for use in machines merchandising the item. The putty is packed in capsules for shipment.

Oak Victor in Beaver Suit

DALLAS—Oak Manufacturing Company of Culver City, Calif., has been awarded a final settlement in its infringement suit against Beaver Company. Taret and Grodin, of this city, formerly Beaver distributors, and defendants in the suit, have now become sub-distributors for the Oak firm under the subsidiary, Jackson Vending Machine Company.

Meanwhile, Thomas P. Mahoney, patent attorney for Oak, and the firm's general counsel, Arnold J. Provisor, have filed suit against Harvey Industries and Harold Probasco. Oak charges Probasco with manufacturing machines under the name, King Koin, incorporating features he helped design for Oak while employed by Oak.

It was also reported that Buy-More Vending Corporation, Baldwin, N. Y., and Hermitage Music Company, Nashville, both have made out-of-court settlements with Oak on other suits.

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 National #1 ... \$25.00
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Vending Machines	Shuffle Albers
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Penny Weighing Scales	
Records of All Types	
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when answering ads . . .

Say You Saw It In
Billboard

Memphis Running Out of Coins

MEMPHIS — Coin-operated machines of all types, pay phones, parking meters and sandwich and plate lunch machines in industrial plants are the major factors which have caused an acute coin shortage in Memphis, the Federal Reserve Bank branch reported last week.

J. P. Garbarini, assistant cashier, said the city is using twice as many coins as six years ago.

Another factor causing the shortage, he said, is a policy of Southern Bell Telephone & Telegraph Company and several banks to ship coins out of town. The phone company ships coins to its Nashville office. (Nashville has a surplus of nickels and dimes.) Local banks ship coins to smaller banks in the Midwest area.

Coin Machine Growth — But the major factor, said Garbarini, is the tremendous growth of coin-operated machines in the past few years in this area.

Operators deposit coins in local banks, but bankers say these deposits are not adequate

to meet current coin demands and they must go to the Federal Reserve Bank for more.

"There was no great demand for half dollars until the advent of the phonographs which took

half dollars, coin changers and self-service dry cleaning plants," said Garbarini. "If cigarettes were increased from 35 cents to 50 cents in vending machines, there would be an even greater demand for the half dollar."

Coins Flow Out

He said Memphis is called a "lost coin city" by the Federal Reserve Bank because coins flow out rather than in. He said the Memphis branch must acquire from government mints or other reserve bank branches 72 per cent of its pennies, 76 per cent of its dimes, 35 per cent of its quarters and 33 per cent of its half dollars.

"If a coin shortage were to develop all over the country it would send us begging," said Garbarini. If this develops, a local financial crisis would follow, he said.

Bottlers estimate there are

Wurlitzer Puts Emphasis on Programming

CHICAGO — Wurlitzer placed the emphasis on programming at its MOA exhibit, with machines set up featuring the Ten Top Tunes, Golden Oldies and the MOSS pack.

The first-named is Wurlitzer's 10-tunes-at-a-time feature, with selections made from top-selling singles. Golden Oldies uses the Ten Top Tunes feature, but limits programming to standards, mostly nostalgic material. The MOSS pack features five 33 stereo singles taken from top-selling albums.

Wurlitzer bowed its new 5121 speaker which fits on the company's wall boxes and enables the operator to get the effect of a new speaker without buying the entire wall box unit. Selling for about \$40, the speaker may be mounted on all Wurlitzer Model 5200 and Model 5250 wall boxes by use of a simple drilling template.

The company also distributed a four-color folder promoting the MOSS pack and telling operators that the album cover holder for displaying the sleeve miniature is available through Wurlitzer distributors.

Jerry Lambert Named Head of Conn. Ops

HARTFORD, Conn. — Jerry Lambert was elected president of the Music Operators of Connecticut at a recent State-wide dinner meeting at the Shoreham Oaks Motor Inn here. Other officers elected were Phil Tolisano, vice-president; Frank Marks, secretary; Tony Wilkas, treasurer; Mike Banas, sergeant at arms, and Joe Ficca and Isadore Resnick, delegates at large.

Guests included Carl Pavani, president of the Westchester Operators Guild; Eddy Berest, president of the Cigarette Operators Association; Jim Hunter and Phil Sweeney, from the Wurlitzer Boston factory branch; Irv Kempner, Runyon Sales; Mac Perlman, Atlantic-New York Corporation, and representatives from Dave's One-Stop and Globe Records.

Abe Fish, past president, spoke on diversification and the need for local associations.

10,000 soft drink machines in the city. Cigarette machine operators have some 2,500 machines on location. A survey showed another 10,000 machines of assorted type, not counting coin phones, said Garbarini. This includes about 1,000 phonographs and 500 games.

With this total, more than \$70,000 in coins are tied up in machines at all times, he said.

BUY
Bally
FOR
TOP EARNINGS
IN
EVERY TYPE OF LOCATION
EVERYWHERE

You'd have to see it to believe it! Every component in the new Rock-Ola Caravelle Cigarette Vendor slides out completely without need for tools!



says: David Stern
Seacoast Distributors, Inc.
Elizabeth 4, New Jersey

"If you want magnificent sound...remarkable versatility, you'll go for the new Rock-Ola Rhapsody II."



says: Gil Kitt
Empire Coin Machine Exchange
Chicago 22, Illinois

THANK YOU, Mr. Distributor
THANK YOU, Mr. Salesman
THANK YOU, Mr. Mechanic
THANK YOU, Mr. Operator

We offer our sincere appreciation for all your efforts in the past in making our line the success it is, and for the wonderful reception you have given our new line of coin and non-coin operated pool tables at the M.O.A. Show.

Irving Kaye Co. Inc.

363 Prospect Place, Brooklyn 38, N.Y. STerling 3-1200

"Built up to a standard, not down to a price."



says: Peter J. Geritz
Mountain Distributors
Denver, Colorado

Styling was never so magnificent!
The Rock-Ola Rhapsody II and the new Advanced Design Caravelle cigarette vendor top them all!



says: Vic Conte
Victor Conte Music Co.
Utica 3, New York

"Terrific! Just Terrific!
Never before so many outstanding features on two magnificent phonographs.
You've done it again, Rock-Ola!"



says: H. R. Sanders
Sanders Distributing Company
Nashville 10, Tennessee

the
FUTURE
with a
promise



Osca on Feet

AMSTERDAM — Holland's home-grown phonograph, the Osca, is getting sea legs.

Osca is winning popularity—and sales—as the "yachtsman's music hall." The Dutch phonograph's compact format makes it ideal for installation in yachts and power boats, as well as larger craft.

Some Dutch shipyards are now offering the Osca as standard equipment. Two yachts recently launched for sale have a total of six Oscas sited at various locations aboard ship.

For the seagoing trade, Osca can be mounted in a gyroscope chassis.

when answering d... .

Say You Saw It in

Just think of it! Even the Control Center on the new Rock-Ola Caravelle Cigarette Vendor slides out completely without need for tools.



says: T. W. Hughes
S & H Distributing Co., Inc.
Shreveport, Louisiana

You'll have to see it to believe it! The amazing design and engineering of Rock-Ola Rhapsody II and Capri II phonographs, and the new Caravelle Cigarette Vendor.



says: John Wallace
Allied Sales Company
Oak Hill, West Virginia

"Orchids to Rock-Ola" The new Capri II and the Advanced Design Caravelle Cigarette Vendor are truly magnificent.



says: Joe McCormick
Musical Sales, Inc.
St. Louis 3, Missouri

"If you want magnificent sound...remarkable versatility, you'll go for the new Rock-Ola Rhapsody II."



says: Paul Laymon
Paul A. Laymon, Inc.
Los Angeles 15, California

At Random at MOA



Panel Set Up to Determine MOSS Future Releases

NEW YORK — A six-man panel — three operators, two composers, and a Billboard representative — has been set up to determine the programming for future releases of the Music Operators Stereo Service.

MOSS is a bi-weekly programming service sponsored jointly by Rock-Ola, Rowe-AMI and Wurlitzer. The product consists of a five-pack of 33 stereo selections taken from five best selling albums. Each single is accompanied by a four-color

album reproduction for display on the juke box, and five title strips.

Operators on the panel are Byron Waggoner, Wichita, Kan.; John Trucano, Deadwood, S. D.; and Mrs. Vivian Sweet, Madison, Wis. Lew Choate, Seattle One-Stop, Seattle, and Fred Sepiora, Singer One-Stop, Chicago, are the one-stop representatives. Marty Klein, MOSS co-ordinator, represents Billboard.

Every other week the panel

will be sent the five albums selected by Billboard's review panel from weekly Album Spotlight and LP chart listings.

From the material available on these albums, the panel selects the 10 sides to be used in the MOSS release. Selections will be limited to material not available elsewhere as singles.

The panel will also recommend albums from which future MOSS packs could be compiled, and its recommendations

(continued)

French See Cinema Juke Box Winning Battle for Acceptance

PARIS — Many French trade experts now feel that the world phonograph operating trade is on the verge of a technical revolution in cinema juke boxes.

France is the center of the film phonograph trade, which is now two years old. Reports arrive here from the Continent and from Britain, strongly indicate that the film phonograph

is winning the battle for acceptance, despite the strong reservations still held by many trade leaders.

Robert Charlot, president of the French trade association, S.N.P.A., believes the film phonograph is already a fact of operating life, and both a challenge and opportunity to the go-getting operator.

"You must give the French manufacturers credit," says Charlot. "The United States, usually so far ahead in equipment, is still making mistakes so far has developed nothing like it. The cinema juke box is certain to expand, particularly in Europe."

Most trade analysts here draw a parallel between radio and television in trying to pick a trade niche for the film phonograph. While there will always be a place for the phonograph,

(continued)

Rock-Ola Bows New Line To Operators at MOA

CHICAGO — Operators from around the country got their first look at Rock-Ola Manufacturing Corporation's new Rhapsody II and Capri II phonographs and Caravelle cigaret vander at last week's Music Operators of America convention at the Morrison Hotel here.

The new models had previously been shown at a series of regional distributor meetings and are slated for showings around the country during the Rock-Ola distributors' official open house week September 16-21.

Both the new 160-selection Rhapsody II and 100-selection Capri II play 45's and 33's interchangeably, and both, of course, are stereo. The Rhapsody II also comes in a 4185A version which plays a seven-inch Little LP.

The Caravelle cigaret machine is a 20-selection, all-electric model.

Rock-Ola also introduced new wall boxes (160 and 100-selection models), new eight-inch and 12-inch auxiliary speakers, new remote volume control unit and a universal wall box bracket.

Both the Rhapsody II and Capri II have been modernized

and restyled from the previous year. Highlights of each of the models include:

Rock-Ola Mech-O-Matic Interchange Changer intermixes 33's, 45's, stereo and monaural records in any bank, in any sequence. The 7-inch LP can also be intermixed on the Model 4185A. The unit has no wires,

(continued)



CAPRI II



RHAPSODY II

CARAVELLE

Seeburg Issues 4th Edition of Little Catalog

CHICAGO — The Seeburg Sales Corporation this week released the fourth edition of its Little LP catalog — seven-inch 33 stereo disks with three bands to a side.

Some 420 selections are contained in the catalog, 118 more than were in the last edition which was issued in May. Seven new labels — Checker, Grand Award, London-American, Monument, Pacific Jazz, Smash and Telefunken — bring the total of labels to 45.

The catalog has an international flavor — with British, Italian, Portuguese, Spanish and Hawaiian albums.

The 52-page catalog contains cover reproductions of the 420 albums, list artists alphabetically in each of nine musical classifications. All tunes titles in each album are also listed.

Neb. Operators To Get Report on MOA Conclave

COLUMBUS, Neb. — Nebraska operators will receive a full report on the recent Music Operators of America convention when the Music Guild of Nebraska holds its regular fall meeting here at the Evans Hotel September 14-15.

President Frank Holys and Mrs. Holys and Mr. and Mrs. Doc Strol will be hosts. The meeting will feature equipment exhibits, a business meeting, plus a swinging two-day social program. A cocktail party and dinner will be held Saturday evening with a wind-up banquet Sunday.

Recent

STEREO RELEASES

for Music Operators

■ SEEBURG LITTLE LP's

Pop Vocal

NANCY WILSON—Broadway—My Way Capitol
JOHNNY MATHIS—Rapture Columbia
THE MILLS BROS.—The End of the World Dot
AL MARTINO—The Exciting Voice Capitol
DINAH WASHINGTON—Drinking Again Roulette
CHARLESTON CITY ALL STARS—The Raring 20's
Grand Award
TAMMY GRIMES—The Unmistakable Tammy Grimes Columbia

FATS DOMINO—Here Comes Fats Domino

ABC-Paramount

Pop Instrumental

JOHNNY LONG—Garden Hits Everest
PETER DUCHIN—At the St. Regis Decca
BOOTS RANDOLF—Yakety Sax Monument
LAURENCE WELK—1963's Early Hits Dot
TONY MOTTOLA—Raminic Guitar Command
THE SUNSETTERS—Music After Sunset Heartbeat
CHARLIE SPIVAK—Sweet Trumpet in Soft Moonlight Decca

Jazz/Rhythm & Blues

SONNY ROLLINS—Brass & Trio Verve
HANK BALLARD—Jumplin' King
GERALD WILSON—Mament of Truth Pacific Jazz
KAI WINDING—Suspense Themes in Jazz Verve
SONNY STITT—At the D.J. Lounge Argo
VARIOUS ARTISTS—The Compositions of Dizzy Gillespie Riverside

■ SEEBURG ARTIST OF THE WEEK

GUY LOMBARDI—Lambarda With a Beat Capital (Pop Instrumental)

LITTLE JUNIOR PARKER—Driving Wheel Duke (R&B Vocal)

THE SMOTHERS BROTHERS—Two Sides of the Smathers Brothers

Mercury (Folk Vocal)

All titles listed are custom 33's stereo singles packaged for the juke box operator. Other packages or record companies may get weekly listings of their product by sending request to Juke Box Reviews, Billboard, 1546 Broadway, New York, N. Y. 10036.

MUSIC OPERATORS STEREO SERVICE

BYE BYE BLACKBIRD

RSI • SAMMY DAVIS JR. • STEREO

WE KISS IN THE SHADOW

From Reprise Album "As Long as She Needs Me"

TAKE GOOD CARE OF MY BABY

RSI • ANITA KERR • STEREO

JOEY

From RCA Album "Tender Words"

DEVOTION

RSI • FERRANTE & TEICHER • STEREO

SANDS OF TIME

From U.A. Album "Love Themes From Cleopatra"

END OF A LOVE AFFAIR

RSI • OLIVIA LYNN • STEREO

THIS COULD BE THE START OF SOMETHING BIG

From Everest Album "Olivia Lynne at Las Vegas Thunderbird"

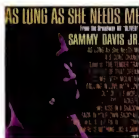
TROUBLE IN MIND

RSI • JIMMY SMITH • STEREO

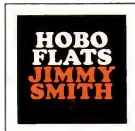
I CAN'T STOP LOVIN' YOU

From MGM Album "Hobo Flats"

RECORD SOURCE INTERNATIONAL AND **ROCK-OLA** OFFER MUSIC FOR ADULT PROGRAMMING THROUGH **MUSIC OPERATORS' STEREO SERVICE**



YOUR FAVORITE HIT TUNES
Selected for your listening pleasure
FROM THE BEST OF LP ALBUMS
See 33 1/3 stereo title strips below



**A STEREO FIVE PACK OF THE
10 TOP CUTS FROM THE BEST
LP SHOW TUNE ALBUMS**

**PICKED BY BILLBOARD'S
MUSIC EXPERTS FROM ALL
THE TOP LABELS**

**RECORDED ON 7-INCH 33-1/3
RPM MICROGROOVE RECORDS**

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PICKS DELIVERED ANYWHERE
IN THE UNITED STATES IN**

**ANY QUANTITY EVERY TWO
WEEKS AT GOING ONE-STOP
RATES**

**IT'S THE GREATEST EXTRA
PLAY-PROMOTING, MONEY-
MAKING SERVICE EVER
OFFERED MUSIC OPERATORS**

SIXTH RELEASE

- REI • BYE BYE BLACKBIRD
REI • AS LONG AS SHE NEEDS ME • REPRISE • STEREO
We Kiss in the Shadow
- REI • YOUNG GUNS OF MY BABY
REI • TENDER WORDS • RCA • STEREO
Joey
- REI • DEVOTION
REI • LOVE THEM FROM CLEOPATRA • W.A. • STEREO
Sends of Time
- REI • END OF A LOVE AFFAIR
REI • GLORIA LYNN AT LAS VEGAS THUNDERBIRDS • EVERETT • STEREO
This Could Be the Start of Something Big
- REI • TROUBLE IN MIND
REI • HOBO FLATS • JIMMY SMITH • STEREO
I Can't Stop Lavin' You

This all-new Rock-Ola Album Sleeve Holder Insert can be ordered by Rock-Ola Operators from their local Rock-Ola Distributors for the Rock-Ola Rhapsody II, Model 418 or the Capri II, Model 414, De Luxe Stereo Monaural Phonographs. Attractive miniature album covers display Rock-Ola showcase tunes and special stereo title strips permit easy patron selection. Miniature album covers and special title strips are furnished complete in each M.O.S.S. five pack.

WITH THE ROCK-OLA FULL DIMENSIONAL SOUND SYSTEM, THE SOUND OF THESE 33 1/3 STEREO RECORDINGS VIRTUALLY COMES TO LIFE...RICH IN TONE, CRISP AND CLEAR AS NEVER BEFORE HEARD FOR COMPLETE CUSTOMER ENJOYMENT. SUBSCRIBE TODAY TO THIS NEW HIGH-PROFIT SERVICE. SEE YOUR LOCAL ROCK-OLA DISTRIBUTOR, OR WRITE: RECORD SOURCE INTERNATIONAL, 1564 BROADWAY, NEW YORK 36, N. Y.

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FOR ADVANCED PRODUCTS FOR PROFIT

ROCK-OLA MANUFACTURING CORPORATION
800 NORTH KEDZIE AVENUE • CHICAGO 51, ILLINOIS



SANDLER DISTRIBUTING COMPANY

Builds Impressive New Quarters



President Irving Sandler, a veteran in the coin machine business, presides over one of the finest distributor setups in the industry.



Solly Rose, Sales Department and Robert Crosby, Service Manager and Irv Sandler plan their Grand Opening festivities.

WURLITZER DISTRIBUTOR OPENS "THE DOORWAY TO FRIENDLY SERVICE"

One of the real power houses in the automatic music business, Sandler Distributing Company open their new quarters at 236 Girard Avenue North, Minneapolis, Minnesota, Sunday, September 22.

Long a Distributor for Wurlitzer phonographs and remote equipment, Sandler Distributing's new quarters will find few rivals in the industry for beauty, convenience and facilities to serve phonograph operators.

Wurlitzer congratulates Sandler Distributing Company. Their service to Wurlitzer operators, long recognized for its excellence, is sure to attain even greater heights in these tremendous new quarters.

You Get the Big Money Makers from
WURLITZER

THE WURLITZER COMPANY • 107 YEARS OF MUSICAL EXPERIENCE
NORTH TONAWANDA, NEW YORK



BOB EDINGER, regional sales manager for Rowe AC Services, presents a "Top Distributor Award" to Paul Cohen, Herb Rosenthal and Bill Hamel of Banner Specialty Company, Pittsburgh, top winner in region II of Rowe AC accelerated sales contest.

For top vending versatility, the new Rock-Ola Caravelle Cigarette Vendor has really got it! Lets you vend promotional items—socks, lighters—even merchandise them in attractive display circle.



says: Joe Ash
Active Amusement Machines Co.
Philadelphia, Pennsylvania

A terrific team for top profits—the all new Rock-Ola Caravelle cigarette vendor and the Rhapsody II phonograph.



says: Earl Montgomery
S & M Distributing Co.
Memphis 4, Tennessee

Kaye Shows New Tables

CHICAGO—The Irving Kaye Company presented a colorful display of its new professional and home-use lines and introduced its Mark V, latest in the El Dorado series of coin-operated pool tables at the MOA convention. Also presented in the company's seven-booth display area were modifications on the older lines.

Irving Kaye, president of the firm, along with Art Daddis, sales manager, and Howard Kaye, introduced the Mark V pool table, a regulation four and a half by nine-foot six-pocket table that utilizes a three piece slate top.

The new model, along with the earlier models of the El Dorado series, is available with complete Formica finish, in addition to the stained wood finish which has been standard with the older tables.

New Features
Other new features added to new and previously existing models are: Large casters which enable the operator to level the table without having to lift it off the ground; and a battery-operated electric drop chute which replaces the standard ABT chute which replaces the standard ABT push chute. This latter feature is now available on the Klub Pool as well as the new jumbo models exhibited here. Matching the new optional finishes on the tables is a complete range of pastel colored cloths available on all existing models in addition to the new tables.

The coin operated lines shown at the convention included the De Luxe Continental line, designed specifically for billiard parlor use. These six-pocket tables are standard professional size four and a half by nine feet. The Ambassador series, also premiering at the show, is a non-coin operated table constructed for home use. It is available in the standard professional size and is a six-pocket model.

Both the Continental and Ambassador lines are available with optional finishes, colored cloth tops, and the new caster leveling feature.



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Get it often. Get Billboard. ➔

Drive for Payout O. K.
PARIS — French operators are organizing a campaign for the restoration of payout machines, which were banned in 1937.

The French operators' association is petitioning for canceling of the payout ban on the grounds that conditions prompting the ban no longer prevail, and that experience in West Germany has demonstrated that

payouts can be operated without complaint, insofar as the infringement of the law is concerned.

French payout machines were introduced at the turn of the century and operated without serious difficulty until the first world war. Operation resumed after the first war and proceeded harmoniously until big-stakes machines were introduced in 1929, which brought payouts generally into disrepute.

At last! A cigarette vendor with famous Rock-Ola design simplicity. The new Caravelle is really the last word!



says: Robert "Bob" Nims
A.M.A. Distributors, Inc.
New Orleans, Louisiana

The new Rock-Ola Caravelle Cigarette Vendor hasn't skipped a trick. It even offers an optional "match saver" feature that vends matches with each pack, or requires customers to press match button.



says: Budge Wright
Western Distributors
Portland 5, Oregon

Now at last! Famous Rock-Ola Design Simplicity in two great products: the Rock-Ola Caravelle Cigarette Vendor and smart new Rock-Ola Rhapsody II.



says: Frank, Jack, Tom, Joe Greco
Greco Brothers Amusement Co., Inc.
Glasco, New York

Designed to be the talk of the industry. That's the new Rock-Ola Advanced Design Caravelle Cigarette Vendor. And no wonder with features like finger-tip price change controls!



says: Strike Rothrock
Amusement Distributors, Inc.
Houston, Texas

'HUNTLEY-BRINKLEY SEG' MAY FEATURE CINEBOX

PHILADELPHIA — A report on the Cinebox, Italian-made cinema juke box, may be presented on the "Huntley-Brinkley Show" over NBC-TV, according to Dave Rosen, local Cinebox distributor. Rosen reports that an NBC camera crew, headed by manager Tom Barrett, spent several hours filming the Cinebox installation at the B.M.S. Amusement Arcade in Asbury Park, N. J. Barrett said that the film will be considered for a future Huntley-Brinkley program.

Rosen has been active in promoting coin machines on local radio and television. He recently arranged for a film on automatic merchandising to be shown over WRCV-TV here.

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says: Hymie Zorinsky
H. Z. Vending & Sales Co., Inc.
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says: Albert Simon
Albert Simon, Inc.
New York 18, New York

Whatever your location decor, you can be sure the new Advanced Design Rock-Ola Caravelle Cigarette Vendor will blend in beautifully with three interchangeable front color panels!



says: Romine C. Hogard
Tulsa Automatic Music Co.
Tulsa, Oklahoma

Eye Italian Court Ruling

By SAMUEL STEINMAN

ROME — Watchful waiting appears to be the keynote of the automatic games industry in Italy as a result of the filing of the Constitutional Court's (highest in the land) decision holding the licensing provision known as "Article 116" for automatic games unconstitutional. The decision handed down June 28 now opens way for new regulations from Department of Interior which is being awaited by the industry.

The decision destroyed the old definition concerning "games of chance," holding that the definition must be more specific such as "aleatory games" (depending on a throw of the dice, so to speak) and "apparatuses for aleatory games."

Thus it becomes entirely wrong for local authorities to refuse to license vending and amusement games on the ground that the section gave them full control over installation and use of all automatic machines.

While the law would seem to make the unlimited installation of juke boxes, pinball machines and vending apparatuses possible, there has been no rush to take advantage of the situation pending a fuller announcement of licensing requirements since the court decision did reserve an area of determination where certain machines might be regarded as anti-social.

SAPAR, Italian automatic machine organization, is urging

that the interior minister organize a mixed commission including industry, government and public representatives which would examine each machine manufactured or imported and decide whether or not it met the requirements of the newly defined law.

In order to strengthen its position in fighting for such a commission, Bruno Mancini,

head of SAPAR, has called upon all members to refrain from taking any step in the newly opened fields until there has been an opportunity to discuss the plan with the ministry.

It is likely that the industry will heed Mancini's call since SAPAR initiated the fight to declare "110" unconstitutional and carried it on for five years before winning its point.

"If you want magnificent sound... remarkable versatility, you'll go for the new Rock-Ola Rhapsody II."

says: Albert Calderon
Calderon Distributing Co., Inc.
Indianapolis, Indiana

I especially like the design and styling of the Rock-Ola Caravelle. When compared to other cigarette vendors, it stands out like a new penny! And it's worth every penny you pay for it!

says: Rubin A. Franco
Franco Distributing Co., Inc.
Montgomery, Alabama

U.S. Billiards Shows Pro Pool Tables

CHICAGO—U. S. Billiards showed the first in a deluxe new line of Professional pool tables along with its familiar bumper pool and regular six-pocket models at last week's Music Operators of America convention.

The Professional line will be available in all sizes. The models are designed to be the top of U. S. Billiards' line. Features include metal stands, one-piece aluminum rail, and the standard U. S. Billiards hinged-top.

The bumper pool tables are available in two sizes: 56 inches by 40 inches and 75 inches by 43 inches. The revolutionary hinged top is standard. The tables have aluminum bumpers, formica cabinet, recessed coin chutes, slate tops and metal ball release and viewer.

The Comet six-pocket pool table is available in four sizes: Model 6700 measures 67 by 35; Model 7700 measures 77 by 40; Model 8200 measures 82 by 42; and Model 9100 measures 91 by 47.

Cabinet and legs are covered by formica with complementary aluminum gold corners and trim. Lid swings away as it does on all U. S. Billiards models. Slate and rails do not have to be removed for service or cleaning. The lid opens only with a master key.

The tables have no drawer, have recessed scoring unit and coin chutes, and legs are bolted on for easy installation. All balls return on the shooters end. Other features include separate coin box, rubber cushions, high-quality slate tops and metal ball release.

Showing the machines at last week's MOA show were Al Simon, Al Goldbush, Al Dinizolo, Harry Berger and Stanley Nankof.

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Ambat Opens in Columbus

COLUMBUS, Ohio — Vern Hawk, head of Ambat Records, Inc., Cincinnati, one-stop operation, last Monday (9) opened a branch bearing the same firm name at 605 North High Street here to serve the Columbus and Northern Ohio area. Dave Blumberg has been placed in charge of the local Ambat branch.

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FELLOW HERE HAS ANSWERS TO EVERYTHING

CHICAGO—James Thomas Mangan, the first man to lay claim to the moon, and the first to give coin machine operators a coin from the same celestial body, last week published his 19th book, "Perfect Living."

As the author himself modestly states, the book isolates the cause of all human miseries, dissatisfactions and failures by proving the presence in each person of two separate souls, each trying to beat down the other into abject submission—and failing.

The author notes he has "combined his enormous experience in parapsychology, cybernetics and space to produce a book that is really a manual in personal automation."

Another of Mangan's books has been called "the most stolen library book in America."

The new Rock-Ola Rhapsody II and Capri II are the greatest yet! I like the new "common" receiver feature. It lowers inventory, cuts costs!



says: **Larry F. LeSturgeon**
LeSturgeon Distributing Co.
Charlotte 1, North Carolina

Versatility? The new Rock-Ola Caravelle Cigarette Vendor has really got it. Lets you vend any brand of cigarettes—even the 'Benson & Hedges' type box!



says: **A. L. Placek, Jr.**
Bird Music Distributors, Inc.
Manhattan, Kansas

Fantastic! Never have I seen a cigarette vendor with so much advanced styling. Bravo Rock-Ola! The new Caravelle is great!



says: **J. D. Lazar**
B. D. Lazar Co.
Pittsburgh 19, Pennsylvania

MOA Candid Shots



Fischer Bows Empress Line

CHICAGO — Fischer's new Empress line was showcased in regal surroundings encompassing the entire end of the amusement game exhibit room at last week's Music Operators of America convention here.

The two models—92 and 101—stood on satin-covered stands at opposite ends of the hall. In between was an attractively decorated array of point-of-sale and promotion material.

Both Empress models are available in mahogany and walnut. The 92 measures three and one-half by seven feet, the 101 measures four by eight feet.

The tables have adjustable legs, aluminum-coat corners and multi-color interchangeable side panels. Fischer's Bill Weikel said the tables supplemented the firm's well-known Crown and Royal series models.

Besides Weikel, Fischer's booth was manned by Marvin Merten, Erwald Fischer, Sam Bayne and Pat Parris.

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Say You Saw It in
Billboard

Egyptians Seek Licensing Deal On Juke Boxes

CAIRO — Egyptian interests are reported planning to open negotiations for the licensed production here of a European juke box for sale throughout the Middle East and parts of Africa.

The Egyptian government is understood to have approved plans for financial backing. Government support was obtained on the basis of surveys showing a potential market for 2,500 phonographs annually in Arab countries.

Government sources said several European boxes are under consideration for manufacture, but the one receiving closest study is the Swiss-built Jupiter. The government is backing juke box production under its program not only to conserve foreign exchange but to build prestige in the Arab world through national production of as many widely used industrial products as is practical.

Seeburg Profit Hits Record High

CHICAGO—Seeburg Corporation net profits for the nine months ended July 31, reached a record \$1,555,163, equal to 82-cents per share, compared to a previous record of \$1,047,075, or 55-cents per share, set a year ago.

Per-share earnings in both years are based on the 1,891,454 common shares presently outstanding. Sales also hit a new high of \$40,220,580, compared with \$37,857,803 in the same period last year.

The quarter results also represented a record for the period. Net profits were \$495,876, equal to 26-cents per share, on sales of \$12,920,367. In the third quarter of 1962, earnings were \$391,501, equal to 21-cents per share on sales of \$12,334,650.

It was the eleventh consecutive quarter in which the company's sales and earnings increased over the comparable period of the preceding year.

Rock-Ola Bows Its New Line

Continued from page 80

no micro-switches or electronic aids for changing motor speeds or spindle sizes.

Full dimensional stereo sound is achieved by combining cone tweeters at the top of the machine, with the main unit speakers at the bottom, and "pre-angling" or "beaming" the sound for maximum effect. (Standard Rhapsody II, optional with Capri II).

Plug-in needle cartridge and snap-in diamond stylus.

Feather touch tone-arm set designed by a resistive circuit on the gripper arm motor which slows action on the tone arm to save wear and tear on records, and lengthens needle life. A muting delay relay circuit also allows the tone arm to be muted during the set-down and entry into the first record groove, eliminating tone-arm feed-in noise.

A "common" receiver system (model 1740) for the 100 and 160-selection ball boxes.

Stereo-monoaural amplifier with tubeless automatic volume control.

French See Cinema Juke Box Winning Battle for Acceptance

Continued from page 80

experts of the Charlott school believe that successful operating in the future inevitably will stress film photographs.

France has developed two film photographs, Scopitone and Telexbox Caravelle, and is a major Continental (licensed) producer of the Italian Cinebox. American boxes show sound color films on entertainment themes.

Test Locations

C.A.M.E.C.A., manufacturer of Scopitone, has several thousand film photographs in operation in Europe, and has orders backlogged. There are 1,000 Scopitone operating in France and 100 in West Germany at specific test locations. In Paris, a poll of Scopitone locations finds nearly unanimous operator endorsement.

Emil Jacques, proprietor of a bar in the Etoile district, admits, "I resisted the idea of testing a cinema juke box. They seem only a fad and they have not worked out in the past. But I have been amazed at the results with the new boxes."

In West Germany, Scopitone is being introduced by Helmut Rehbock, the AMI distributor. German trade opinion remains divided on the future of the film photograph, but the odds are shifting in its favor.

In Britain, Cinebox has been distributed for over a year by Filmbox Equipment Company Limited. Several hundred Cineboxes are now in operation in Britain, and their acceptance is now taken for granted by British operators. Rather, operators, both in the U. K. and on the Continent, are no longer debating the popularity of the box, but how fast and how deep to invest in it.

Furthermore, the tremendous advance of Scopitone has created a receptive atmosphere for the film juke box. C.A.M.E.C.A. executives report: "Sales all over Europe have far exceeded our expectations. With all our faith in our product, we still under-estimated the demand created for a 'live' juke box by television. Europe has gone go-go over TV, and there seems no doubt on the basis of our trials that juke box operators will have to cater to the videoogue."

Manufacturers of Scopitone, Cinebox and Telexbox Caravelle are unanimous that their product's final acceptance will probably be determined by the U. S. market's verdict. Reports from the U. S. on tests with Cinebox, which is receiving the most exhaustive American testing of the three boxes, are being studied closely here.

uct's final acceptance will probably be determined by the U. S. market's verdict. Reports from the U. S. on tests with Cinebox, which is receiving the most exhaustive American testing of the three boxes, are being studied closely here.



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says: Bud Patton
Patton Music Company
Modesto, California

Rock-Ola uses the words
"Advanced Design" to describe the
new Caravelle Cigarette Vendor. After
you've seen it, you'll know they mean it!
Every feature is great!



says: Joseph N. Abraham
Lake City Amusement Co., Inc.
Cleveland 3, Ohio

Panel to Determine MOSS Releases

Continued from page 80

will weigh heavily in the Billboard review group's decision.

Operator and one-stop personnel on the panel will be rotated from time to time so that all sections of the country will eventually be represented.

Meanwhile, Caroline Collett, administrator of Record Source International, the Billboard division which operates the MOSS program, disclosed that to date some 10,000 MOSS five-packs have been produced, and 4,691 of them have been sold.

Some 24 one-stops and 55 juke box distributors are participating in the program, while 71 operators are buying directly from the Cincinnati fulfillment office.

By distributor, some 14 Rock-

Ola, 7 Rowe-AMI and 34 Wur-litzer outlets currently order product.

Latest Release

This week, MOSS pack No. 6 was released. Material was taken from the following albums: "As Long as She Needs Me," Sammy Davis Jr., Reprise; "Tender Words," Anita Kerr, RCA Victor; "Love Themes From Cleopatra," Ferrante and Teicher, United Artists; "Gloria Lynne at Las Vegas Thunderbird," Gloria Lynne, Everest, and "Hobo Flats," Jimmy Smith, MGM.

The release of the current pack brings to 30 the number of singles in the program. Labels represented include Kapp, Command, RCA Victor, Warner Bros., Capitol, Colpix, Reprise, Dor, London, Mercury, Liberty, 20th Century-Fox, Atco, United Artists, Everest and MGM.

Artists represented now include Enoch Light, Henry Mancini, Peter, Paul and Mary, Peggy Lee, Peter Nero, Frank Sinatra, Count Basie, Lawrence Welk, Mantovani, the Kingston Trio, Arthur Fiedler and the Boston Pops Orchestra, Hugo and Luigi, Jackie Gleason, Erroll Garner, Nat King Cole, Chet Atkins, Acker Bilk, Sammy Davis Jr. and Ferrante and Teicher.

All of the material released is standard product geared for long-term steady play rather than for short earning spurts.

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- | | |
|---|--------------|
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I Wanna Be Around | COLUMBIA |
| CONNIE FRANCIS
My Thanks To You | MGM |
| ANDY WILLIAMS
Moon River | COLUMBIA |
| FRANK SINATRA/COUNT BASIE
Sinfonia-Basie | REPRISE |
| BRENDA LEE
All Alone Am I, Vol. 1 | DECCA |
| FRANK SINATRA
The Great Years | CAPITOL |
| SAMMY KAYE
Come Dance With Me | DECCA |
| FRANK SINATRA
Sinfonia and Strings | REPRISE |
| EVERLY BROTHERS
The Golden Hits of the Everly Brothers | WARNER BROS. |
| JULIE LONDON
Latin in a Satin Mood | LIBERTY |

JAZZ/RHYTHM & BLUES

- | | |
|--|---------------|
| BILL DOGGETT
Diggit | COLUMBIA |
| RAY CHARLES
Modern Sounds in Country and Western Music, Vol. 11 | ABC-PARAMOUNT |
| MILES DAVIS
Miles Davis at Carnegie Hall | COLUMBIA |
| PETE FOUNTAIN
Let the Good Times Roll | COBAL |
| RAY CHARLES
Modern Sounds in Country and Western Music, Vol. 11 | ABC-PARAMOUNT |
| PETE FOUNTAIN
Pete Fountain's Music from Dixie | CDRAL |
| QUINCY JONES
I Dig Dancers | MERCURY |
| GLORIA LYNNE
Gloria "Blue" | EVEREST |
| OSCAR PETERSON TRIO
WITH MILT JACKSON
Very Tall | VERVE |
| DUKE ELLINGTON/COUNT BASIE
First Time | COLUMBIA |

FOLK/COUNTRY & WESTERN

- | | |
|--|----------------|
| WEBB PIERCE
Cross Country | DECCA |
| KITTY WELLS
Kitty's Choice | DECCA |
| JIM REEVES
A Touch of Velvet | RCA VICTOR |
| PATSY CLINE
Sentimentally Yours | DECCA |
| RED FOLEY
The Red Foley Show | DECCA |
| LEON MCAULIFF
Cozy Inn | ABC-PARAMOUNT |
| HAWKSHAW HAWKINS
The All New Hawkshaw Hawkins | KING |
| LESTER FLATT/EARL SCRUGGS
Hard Travelin' | COLUMBIA |
| HANK THOMPSON
Cheyenne Frontier Days | CAPITOL |
| PATSY CLINE
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AND THE ANGELS SING: Collecting their well-earned Billboard No. 1 Award for their Smash recording of "My Boyfriend's Back" are Barbara, Faye and Peggy, collectively known as the Angels. Making the presentation is associate editor Ron Gravett.

Billboard PHOTO GALLERY OF Newsmakers



RCA'S EDDY ARNOLD tells members of MOA convention the role of country music in juke box play. Festelets included (l to r) Aaron Greenfield (Billboard); Rayna Greene, South Carolina operator, and Lou Pirocci, Kansas operator.



MOA HONORS TO COLUMBIA: Merle Hoffman (l) of Columbia Records accepts MOA Award from Hirs de la Viaz, producer of banquet show at Chicago Harrison Hotel. Award was for most constant supply of good records to juke box operators.



BARE IN FILM DEBUT: Bobby Bare, RCA records artist, is shown during shooting of Warner Bros. "A Distant Trumpet" with Larry Ward (r), who is also of ABC-TV's series "The Dakotas." A first for Bare.



FOR OPENERS: Donna Lee and James Mitchum were an head for Columbia recording star Paul Hare when he speeded recently at San Francisco's Purple Onion.



A JUG AND THOU: Opening as September 19 at the Bitter End are Jim Kweskin and the Jug Band. Veteran artists are gaining the attention of the critics for their new "old" sound.



AND AWAY THEY'LL GO: Is no time that the Wall Sisters (Andrea, Sheryl) and Tardone, from Greenville, Va., have been signed to an ABC-Paramount recording contract and will make first national TV scene on the opening seg of the new Jimmy Dean Show, ABC-TV, September 19.



MUTUAL INTERESTS are discussed by Al Ciele and Grady Martin, both top guitarists, during their recent meeting in Nashville on the occasion of Al's newest UA album session entitled "City Guy Goes Country."



WILL THE REAL MUT PLEASE STAND UP? At Freedmanland, where Albee Sherman was performing, confusion arose over look-alikes Sid Asher, who is publicity director for the amusement park. Asher had to sign over 50 autographs for insistent patrons. Left to right, is left up to you . . .

get your share
of the **HARVEST** OF **HITS**

SEE PAGE 40

cameo
PARKWAY

Billboard

The International Music-Record Newsweekly

Radio-TV Programming • Phone-Tape Merchandising • Coin Machine Operating

Record Dealers Huzzah; Columbia Glad It Did It

By PAUL ACKERMAN

NEW YORK — Columbia's move to stabilize conditions in the record industry through a conservative buying program is generally regarded by the record dealer as a tremendous boon, according to a check in key markets. Many dealers express the hope that other manufacturers will adopt a similarly conservative attitude—and some manufacturers have already done so. Many dealers also express the hope, in virtually a playful way, that Columbia will be able to maintain its present policy.

Here in New York, Raul Azevedo of G. Schirmer, Inc., said: "The Columbia plan has been unbelievably great for us. It's the best thing that has happened in years. We can stock a reliable catalog in depth, and the repeat business is marvelous. There is a consistent turnover."

Azevedo said that he is now restocking on a weekly basis—and we used to do 10 years ago. "And we are able to service our customers better."

"My purchase figures show that I am buying more Columbia," he added.

(Continued on page 6)

By REN GREVATT

NEW YORK—Columbia Records, two months after the announcement of its revolutionary album pricing plan, continues to enjoy a dominant position on the charts, and, according to Ken Glancy, vice-president of Columbia Record Sales Corporation, "Sales started climbing around August 1 and we've been doing well ever since."

The sales plan, first announced at the firm's annual convention July 18 in San Juan, P. R., incorporates an all-year-round price of \$2.25 for \$3.98 list records, as against the traditional \$2.47, with commensurate new wholesale pricing on albums carrying higher lists. A key factor of the program is that henceforth there will be no further extra discounts or deals.

At the time of the announcement, Columbia Records was

(Continued on page 6)

Victor Stars Head O'seas

LONDON — An all-star brigade of RCA Victor country artists is expected to invade the European market in a one-month tour, starting about January 15 next year. Artists likely to make the tour, according to Nashville sources, are Tim

(Continued on page 6)

COLUMBIA ARTIST JERRY VALE and wife Kiki celebrate their fourth wedding anniversary at the Copacabana, New York, where Jerry was working.

Miffed Rackers to Meet With Columbia Executives

NEW YORK—A special meeting of the board of the National Association of Record Merchandisers (NARM) has been called for Sunday, Monday and Tuesday (15-17) by President Cecil Steen. Of primary interest is an all-day meeting which the board will hold on Monday at the Americana Hotel with an executive delegation from Columbia Records, headed by William P. Gallagher, the firm's marketing vice-president.

The meeting will be attended by counsel for both Columbia and NARM. Background of the meeting is the fact that individual rack jobbers have made no

secret of their concern over the ultimate effect on their business of Columbia's recently announced, lower, all-year-round album pricing policy.

(Continued on page 6)

Royalties Plan Stirs Up Diskers

By PAUL ACKERMAN

NEW YORK—The proposal by the Music Operators of America (MOA) to increase the mechanical royalty rate in view of the probable removal of the juke box exemption is regarded by performing rights societies as an attempt to confuse the real issue and by record manufacturers as a failure to face up to the true issue.

Mechanical rights cannot logically enter into the present controversy at all. This is the expressed view of copyright owners and their agents. The royalty which is involved is that which accrues from the performing right—the so-called "small rights," as distinguished from dramatic and other rights. The Copyright Act of 1909 specifically exempted the mechanical piano from a levy; now this exemption has been removed.

Herman Finkelstein, general counsel for the American Society of Composers, Authors and Publishers, anent the MOA proposal, stated: "This does not face up to the matter. What is involved is the performing right."

Bob Burton, executive vice-president of Broadcast Music Inc., expressed a similar sentiment. Burton also noted, however, that the concept of a pre-

EDITORIAL

Take Another Look

The MOA came into being years ago as an organization designed to stymie the demands of copyright owners.

Time change: The probable passage of the Celler Bill will remove what many have considered an unfair exemption. The probable passage will also remove MOA's outdated reason for existence.

This is not necessarily fatal—provided that MOA face up to its responsibilities.

Instead of indulging in futile and illogical proposals, such as an increased mechanical fee in lieu of a performance fee, the MOA should seriously apply itself to the task of working out a fair formula for payment in the event the Celler Bill becomes law.

The present MOA proposal would merely pass the burden to segments of the industry which are not really involved.

There is a real need for an organization which can negotiate for the operator and protect his interests over a long term; a need for an organization which can also respect the point of view of others across a bargaining table.

There is, in brief, for a display of statesmanship—for a new look and a fresher attitude.

Recognition of this will give MOA the soundest basis of service to its industry.

fixed mechanical royalty is already a dead pigeon with regard to any copyright act revision. The Register of Copyrights, Burton pointed out, has already officially recommended the abolition of the compulsory licensing provision of the Copyright Act.

"The trend of thinking, with regard to mechanicals, is counter to the MOA proposal and is in the direction of the report of the Copyright Register... so talk of a 4-cent rate is nonsense."

It is also pointed out that at

(Continued on page 6)

By AARON STERNFIELD

NEW YORK—Record companies will fight any proposed increase in mechanical royalties to be paid in lieu of performance royalties by juke box operators.

Last week, at the annual convention of the Music Operators of America in Chicago, George Miller, past MOA president, had urged music machine operators to plump for such increases as an alternative to the performance royalty payments.

Juke box operators have been exempt from performance royalties under the terms of the Copyright Act of 1909. However, in virtually every session of Congress for the last 14 years, legislation has been introduced to remove this exemption.

The current attempt, known as the Celler Bill, has passed the House Judiciary Committee and is before the Rules Committee. No previous attempt has ever progressed this far, and chances for its eventual passage are better than ever.

Operators base their arguments against the removal of the exemption on two premises—that they are in no economic position to pay such fees, and that they do pay mechanical royalties.

MOA's attempt to get support

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get your share of the HARVEST OF HITS

SEE PAGE 40



RCA Victor has your numbers!

- "Frankie & Johnny"—Sam Cooke #8215**
"I Can't Stay Mad At You"—Skeeter Davis #8219
"Jole Blon (Little Darlin')"—Bobby Day #8230
"Hello, Heartache; Goodbye, Love"—Little Peggy March #8221
"Maria Elena"—Los Indios Tabajaras #8216
"She Loved Everybody But Me"—Charlie Rich #0020 (Groove)

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WILL THE REAL NOT PLEASE STAND UP? At Freedomland, where Allen Sherman was performing, confusion arose over look-alike Sid Astcher, who is publicly insistent patron. Let us right, it left up to you . . .



guitarists, during their recent meeting in Nashville on the occasion of Alt's newest
 UA album session entitled "City Guy Goes Country."



AND THAT FIRST GO, in the meantime, the wins editor (poor, sorry) who (Tadpole, from Danville, Va.) have been signed to an ABC-Foremost recording contract and will make first national TV scene on the opening seg of the new Jimmy Dean Show, ABC-TV, September 19.



number 12 at the Winter End are Jim Kwaslin and the Jug Band. Vanguard artists are getting the attention of the critics for another new "gold" sound.

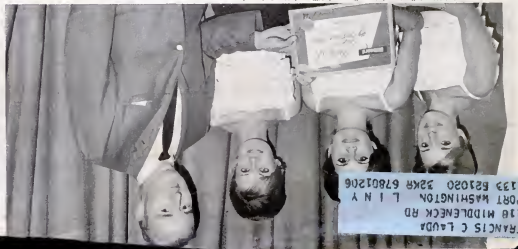


Mr. Corcoran, dining the night before at the Ritz, was on hand for Capobianco's opening reception at San Francisco's Purple Onion.



Billboard
PHOTO GALLERY OF
NewsMakers

FOR THE ANGELS SING: Collecting their well-worn Billboard No. 1 Award for their smooth recording of "My Boyfriend's Back" are Barbarella, Biggs and Foggy, collectively known as the Angels. Making the presentation is associate editor Ron Green.



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BAKE IN FILM DEBUT: Bobby Daré, RCA recording artist, is shown during shooting of Warner Bros. film "A Distant Trumpet," with Larry Ward (r.), who is star of ABC-TV's series "The Doctors." A first for Daré.



MOA HONORS TO COLUMBIA: Meet Hoffman (l.)
Columbia Records accepts MOA Award from Hoffman (l.)
de la Vea, producer of banquet show at Chicago
Marrison Hotel. Award was for most constant support
of good records to juke box operators.



SEEBURG TOP-EARNING 30 LITTLE LP STEREO ALBUMS



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COLUMBIA
REPRISE
DECCA
CAPITOL
DECCA
WARNER BROS.
LIBERTY

TONY BENNETT
I Wanna Be Around
My Thanks to You
Mood Five
ANDY WILLIAMS
Frank Sinatra/Count Basie
Shirley-Basie
BRENDA LEE
And Alone Am I, Vol. 1
The Good Times
FRANK SINATRA
Sammy Kaye
Come Dance with Me
Shirley and Strings
EVERLY BROTHERS
The Golden Rule of the
Julie London
Latin in a Latin Mood

JAZZ/RHYTHM & BLUES
COLUMBIA
Dopé
BILL DOUGLASS
RAY CHARLES
Miles Davis
Miles Davis at Carnegie Hall
Miles Davis in Country and Western
A.C. PARADISE
JIM REEVES
Patsy Cline
Let the Good Times Roll
RAY CHARLES
PETE FOUNTAIN
Fate Foundation Music from Disc
QUINCY JONES
MERCEY
Lester Flatt/Earl Scruggs
The Old Time Fiddlers
HAWKSHAW HAWKINS
ABC-Paradise
LEON MCANULTY
Crazy Men
The Red Foley Show
RAY CHARLES
The Red Foley Show
Patsy Cline
Sentimental Journey
DECCA
RCA VICTOR
DECCA
DECCA
FOLK/COUNTRY & WESTERN

FOLK/COUNTRY & WESTERN
DECCA
DECCA
DECCA
RCA VICTOR
DECCA
DECCA
FOLK/COUNTRY & WESTERN
WEBB PIERCE
Cross Country
KITTY WELLS
HITTY'S Choice
JIM REEVES
Patsy Cline
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